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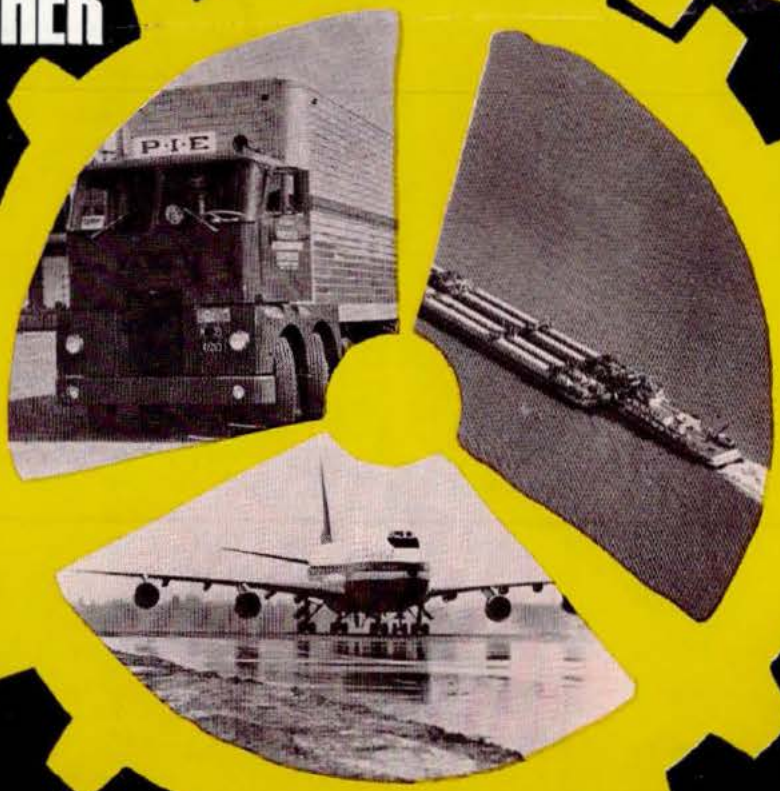

TOMORROW'S RAILROADS

No.8

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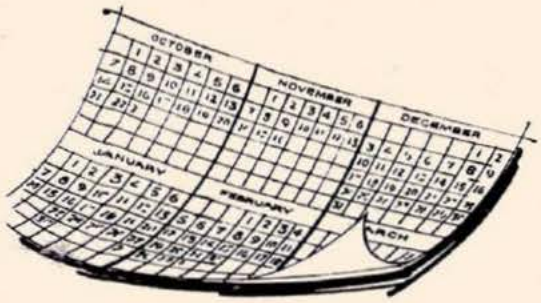

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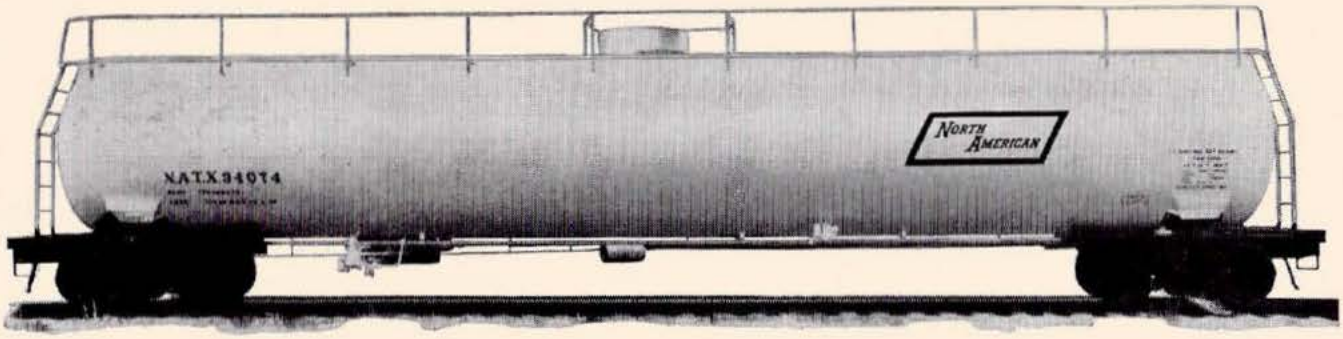

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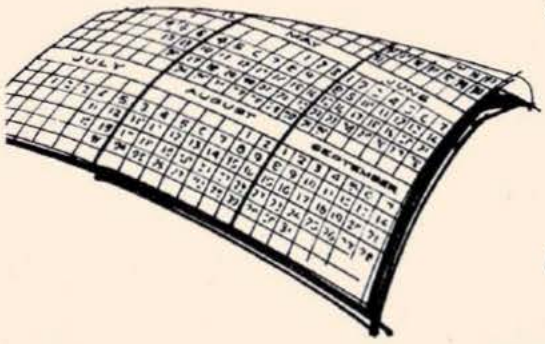

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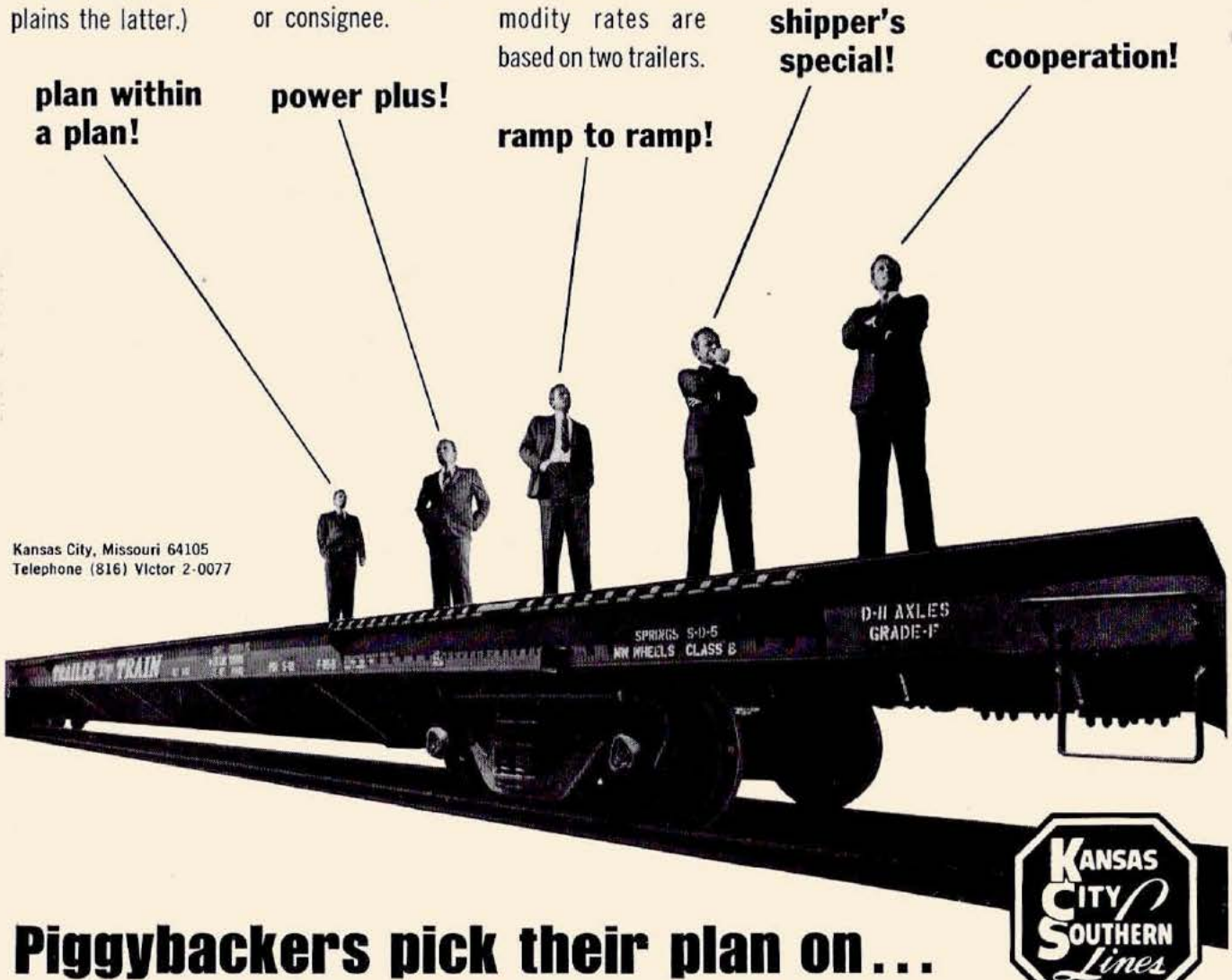

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TOMORROW'S RAILROADS

NO. 8

Will genuine intermodalism ever be achieved? A look at past problems, and future hopes . . . . . p. 33

44 Industrial development: A special report
Economic conditions could slow the present growth rate.

68 Viewpoint—A proposal for cutting pilferage
Is relocation of locks and latches part of the answer?

DEPARTMENTS

58	As the Editor Sees It	57	People in the News
66	Dividends Declared	61	Railway Market
61	Freight Carloadings	7	Short and Significant
60	Industrial Traffic	48	Traffic Poll
12	Lines on Labor	68	Viewpoint
8	Monday Morning Report	47	Watching Washington
61	New Equipment	11	Week at a Glance
56	New Products Report	64	You Ought to Know

. . . AND COMING NEXT WEEK

Transit Issue: Good news is in the offing for riders in Boston and Chicago —and the Sept. 1 issue will tell why, with pictures. Boston is getting its first air-conditioned cars—76 of them from Pullman-Standard. Chicagoans, meanwhile, are preparing to welcome 150 new cars, also air-conditioned, from the Budd Co. They'll go into service on new median-strip lines. Also: What President Nixon's transit-aid proposal means—and more importantly, what it doesn't mean.

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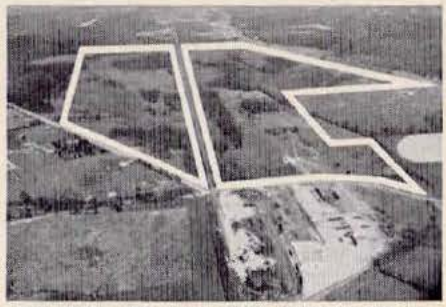
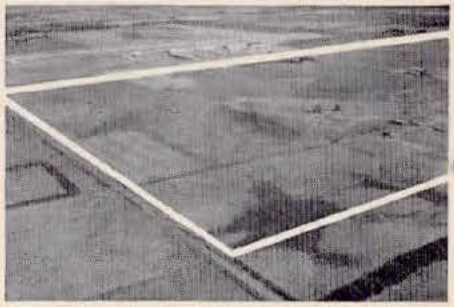
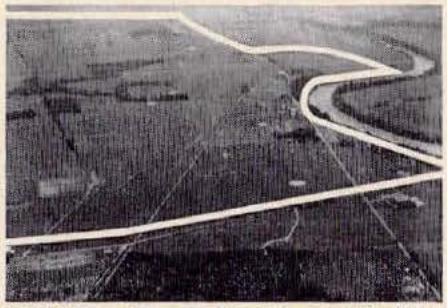


SITE 3187 — 500 acres within industrial district. L&N rail service. Four lane highway boundry. Near major airport.



SITE 3567 — 395 acres of gently rolling land. Two miles to city. Rail service from industrial lead. U.S. Highway forms Eastern border.

SITE 3908 — 300 acres. Adjacent to State and U.S. highways. Rail service Two miles from navigable river. All utilities nearby.



SITE 3273 — 775 acres. Two miles from city. U.S. highway traverses site, connects with other U.S. and Interstate highways. Rail-River terminal nearby.

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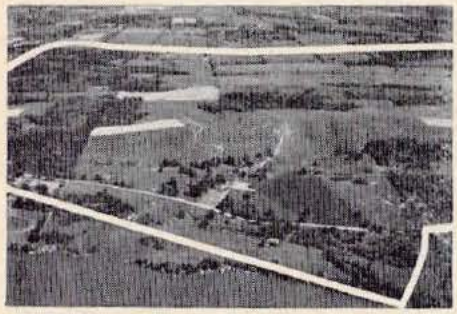
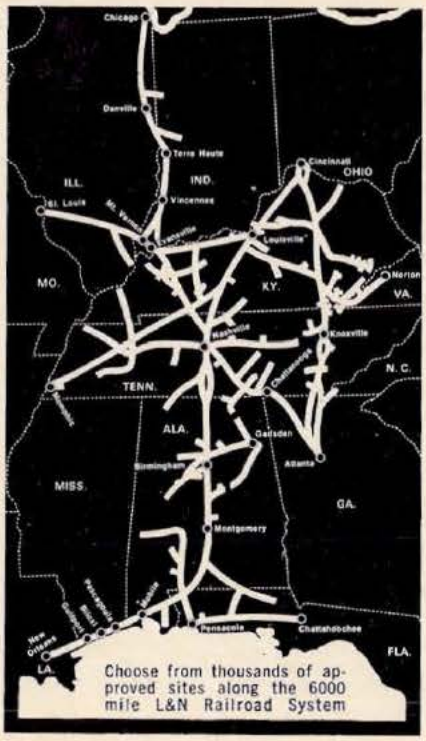
SITE 5715 — 160 acres, level and rolling land. L&N private spur track to serve site. Access roads. Two state highways. All utilities on property.



SITE 3583 — 1260 acres. Two miles from city. Rolling contour. Main line of Railroad, adjacent. Connecting roads to U.S. Highway and two State roads.



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SHORT AND SIGNIFICANT

Siberian landbridge is in business

The containerized sea-rail link between Europe and Japan is in business. MAT Transport, a Swiss shipping company, is regularly sending container trains out of Switzerland through Eastern Europe and Siberia to Vladivostok, where freight is off-loaded and sent on by sea to Japan. British Rail recently took delivery of its first shipment via the Siberian landbridge. It traveled over Japanese, Soviet, Hungarian, Austrian, Swiss, West German and Belgian rails. Hans Ritt, MAT's traffic consultant in Basle, Switzerland, concedes that it's still difficult to redirect cargo from the traditional Cape of Good Hope and Panama Canal routes. Nonetheless, he predicts, "We'll soon be making trains of at least 50 containers a month in each direction."

Air-rights development pact signed

Formal agreements for air-rights development of Illinois Central property along Chicago's lakefront have been signed —and the long-term project is ready to go, as soon as Chicago city council approves certain ordinances which are involved (RA, Aug. 11, p. 7). Development of the 83-acre site will be undertaken by Illinois Center Plaza Venture—a group made up of Illinois Center Corp., Metropolitan Structures and Jupiter Corp. Illinois Central Industries now owns a 98% interest in Illinois Center Corp. Among the agreements is a new contract of sale of railroad property to the joint venture over the development period at a base price of $83,625,000 plus escalation. Under the equalization agreement, ICI will retain a one-third equity interest in the development of the area, through its subsidiary Illinois Center Corp. All agreements cover only that IC property north of Randolph Street; air rights farther south are not affected.

Water carriers report gains in plant location

The flow of new industrial plants to waterside sites reached a 17-year high in this year's second quarter, according to American Waterways Operators, Inc. AWO reported 174 new industrial facilities built or announced for building in April, May and June, compared with a peak of 189 in the third quarter of 1952. Ninety-eight of the 174 will involve capital investments totaling nearly $1 billion. Braxton B. Carr, AWO president, said the second-quarter spurt reflects "a sustained interest on the part of management to take advantage of low-cost barge transportation for handling bulk commodities."

Milwaukee moves to cancel a "Hiawatha"

Rail passenger service between Chicago and the Twin Cities will be reduced by a train a day each way if the Milwaukee Road has its way with the afternoon "Hiawatha." Citing losses of more than $600,000 last year, Milwaukee is notifying the ICC of intent to discontinue. Morning "Hiawatha" and "Pioneer Limited" service would be maintained a spokesman for the railroad said.

Railway Age will conduct 1970 tour to Japan, Korea

Railway Age will conduct its seventh overseas railway seminar tour in the spring of 1970, this time visiting Japan and South Korea. The 16-day tour begins April 9 and terminates April 25. It will include the Third International Symposium on Railway Cybernetics, which opens in Tokyo April 12, as well as Expo 70 in Osaka. Travel between Tokyo and Expo will be via the New Tokaido Line. In Korea, the Railway Age group will inspect one of the most progressive railway systems in the Far East and travel the length of its most important trunk line. In both Japan and Korea, there will be seminars with leading railway and Ministry of Transportation officials. For those interested, tours of the rapid transit systems in Tokyo and Osaka will be arranged, along with meetings with transit officials.

Railway Age Publisher Robert G. Lewis and Editor Luther S. Miller will conduct the tour.

Detailed information is available from the Publisher, Railway Age, 30 Church St., New York, N.Y. 10007.

MONDAY MORNING REPORT

A MATTER OF LIFE OR...

Regulatory decisions in transportation may soon take on a new dimension—the dimension of life or death. Regulatory agencies, and transportation people as well, may soon have to face up to the fact that decision-making involves far more than the traditional definitions placed upon "public convenience and necessity."

ENVIRONMENTAL DAMAGE: IT WILL BE A VITAL FACTOR IN POLICY-MAKING...

Otto Zimmerman, Illinois Central's blunt-spoken senior vice president-operations, puts the problem simply and thoughtfully: "In years gone by, we have handled transportation problems as though economic, technological and social considerations were the sole criteria for regulatory decision. They obviously were not. The over-riding consideration may become very simple, in time to come. Regulatory decisions may, quite soon, also depend upon assessments of the environmental damage that could result from a decision. Regulatory decisions, in short, may become a matter of life and death." It is always possible, Zimmerman points out, "to have honest differences of opinion about social costs, about social impact and about technological significance. But what about moves that affect our health, our environment? No railroad man, no trucker, no barge operator, no airline executive will seek competitive advantage at the risk of pouring noxious wastes into the atmosphere for our children to breathe, or at the expense of life in the air above us, in the sea or on the land around us."

... BECAUSE THE PUBLIC WILL INSIST THAT IT BE ...

It's Zimmerman's conviction that the public will soon insist that all transportation modes create their product "without injury to the national environment." It's also his belief that railroads now "do less violence to our environment per unit of transportation created than any other form of transportation. And an affluent rail industry—affluent enough, for example, to electrify heavy-density trunk lines and terminal systems in metropolitan areas—could come very close to doing no damage at all to the land we live on, the air we breathe or the water systems upon which life on Earth depends."

... AND TRANSPORT REGULATION MUST TAKE IT INTO ACCOUNT

Critics of transport policy have long contended that regulation—even in its present form—fails to consider all direct-related factors. The introduction of the new dimension puts a new burden on the regulators—but it's one they had better be ready to assume.

HAYWARD-UNION CITY, 1953

HAYWARD-UNION CITY, 1969

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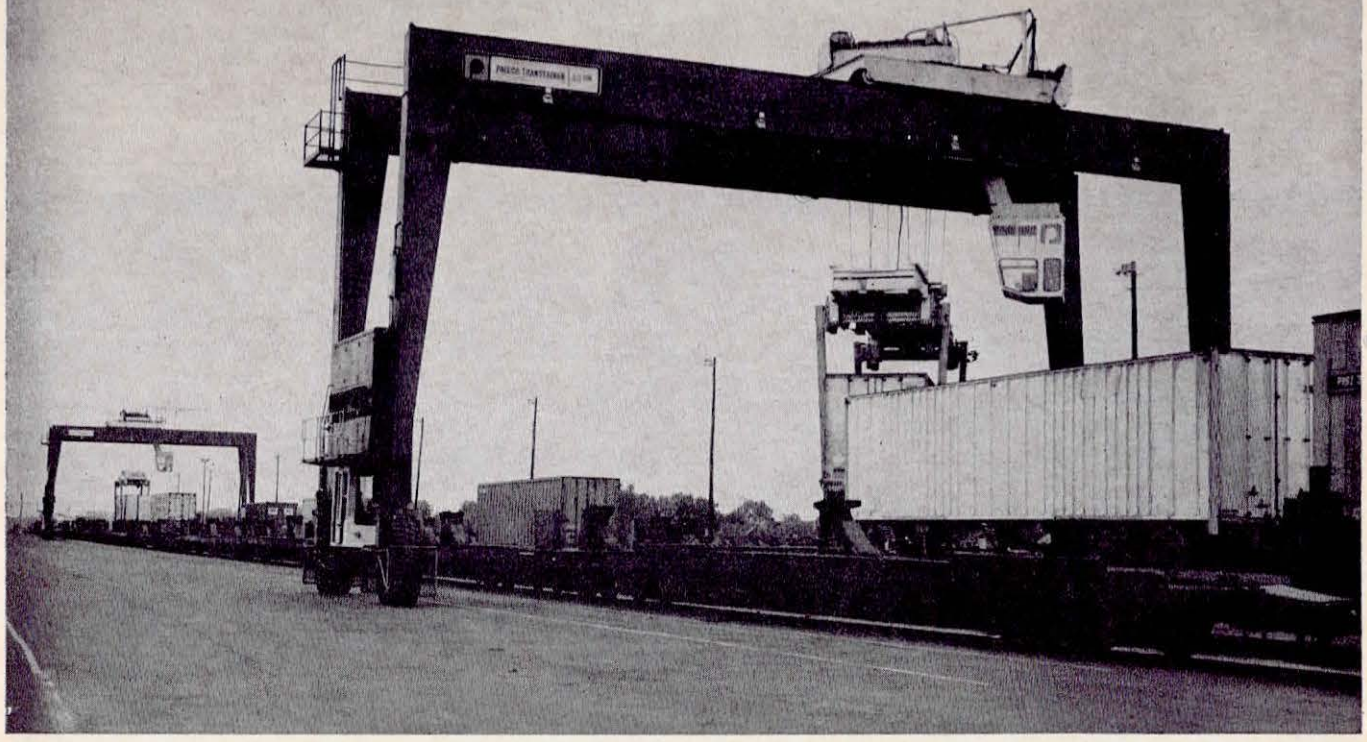

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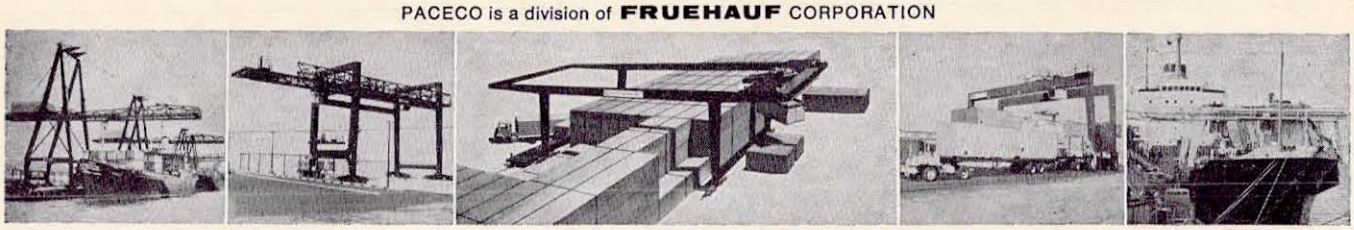

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C&O/B&O raise equipment outlays to $134 million

The affiliated Chesapeake & Ohio/Baltimore & Ohio will invest $134 million in new freight cars and locomotives this year—a healthy increase over the $121 million spent last year but substantially below 1967's $153-million equipment budget. The 1969 equipment program includes 8,500 freight cars of all types and 100 diesel-electric locomotives. Gregory S. DeVine, president and chief executive officer of the carriers, said the 1969 outlays will bring total spending during the 1966-69 period to $534 million.

But DeVine expressed doubt that spending can continue at this rate in 1970 if railroads lose the 7% investment tax credit. A bill passed by the House and awaiting Senate action would repeal the tax credit with no exemptions; it would, however, give railroads a faster tax-write-off—seven years—on new freight cars. DeVine commented that the proposed faster depreciation "would be far less helpful than the investment credit."

WEEK AT A GLANCE

PC expanding TOFC facilities at two Chicago yards

Penn Central is spending $1.2 million in Chicago—to get a 150% increase in piggyback trailer/container-handling capability. Improvements at 55th Street and Englewood Yards will give PC a throughput capability of more than 2,000 vans per day. Average trailer/container volume in the past has been 800 units. The 55th Street Yard (ex-Pennsylvania) is being equipped with two gantry cranes and will be used exclusively for piggyback operations. Englewood Yard (ex-New York Central) will augment the 55th Street expansion. In 1968, Penn Central handled 3.1 million such shipments.

L&N facing $2-million rebuilding job in wake of hurricane

When Hurricane Camille roared ashore Aug. 17, along the Mississippi Gulf Coast, railroad men knew what was going to happen: Louisville & Nashville's water-level line between New Orleans and Mobile would be in bad trouble; Illinois Central, Southern and Gulf, Mobile & Ohio might or might not take a beating. When the 150-mph winds subsided and the tides receded, inspections showed that Camille had done her worst, by far, to L&N. Other roads serving Gulf Coast points came off considerably better, without any serious disruption to service. IC, for instance, was again operating into Gulfport, Miss., by Aug. 19; and its Lake Pontchartrain line survived when hurricane winds shifted to the northwest and actually blew tides away from the track.

L&N, however, has a massive rebuilding job on its hands. In a 100-mile stretch west of Pascagoula, Miss., about 20 miles of track is gone. The road's two-mile "hurricane-proof" concrete bridge at Bay St. Louis survived in good shape structurally—though tides washed away rail, ties and ballast. L&N is estimating total damage at $2 million, minimum. It's hoping to get the line back into service by Labor Day—which would be some accomplishment, considering that the out-of-service time was considerably greater after a lesser hurricane (Betsy) hit the Gulf Coast in 1965. While reconstruction is under way, L&N is detouring freight operations over Southern between New Orleans and Birmingham; remaining passenger trains on the Gulf Line are not operating west of Mobile. And hard-hit as it was, L&N could find one thing to be happy about: Not a single employee death or injury.

As the general clean-up in the area began, railroads also pitched in. IC, for example, was moving into Gulfport with relief supplies and emergency-power generators borrowed from its own facilities. Twenty baggage cars were sent in to be used for storage of supplies in the wrecked city, and several units of passenger equipment were placed in service as headquarters for disaster-relief personnel.

GUS WELTY

LINES ON LABOR

GAZING SOMBERLY into his martini, the noontime tippler offered his view on inflation: "A dollar today—and five years from now, that drink's going to cost $2.50. It's inevitable." His companion was less positive: "Maybe," he said, "but maybe there's going to be a break." The first drinker refused to be consoled: "If there's a break," he observed gloomily, "it could be worse than the inflation. I lived through the Depression. I know."

EAVESDROPPING on a conversation like that one is not exactly the best therapy for a reporter with a management/labor column to write. But the topic did seem somehow appropriate—since the railroads, after all, are facing another struggle to save the franchise from a thundering herd of union negotiators whose demands sometimes make the World War II doctrine of "unconditional surrender" seem mild by comparison. Inflation, here we come. Again.

"LET'S NOT GET TOO GREEDY," United Transportation Union's Charles Luna has said. And if there were ever an apt motto for both management and labor in the railroad industry, that's it.

GREED, HOWEVER, HAS ITS MERITS, if it's properly channeled. Maybe, this time around, railroads and their employees can begin to use greed constructively—by working together to provide the kind of services that will ensure the success of the industry and the well-being of the people who work therein. Without this kind of trust and cooperation, railroads aren't going to make much of a dent in the future.

UNION LEADERS are smart people. They know that it's much more pleasant—and rewarding—to deal with rich managements than with poor. The hangup comes in trying to inject a note of cooperation into what has always been an adversary kind of relationship.

BY THEMSELVES, rail management and union negotiators aren't going to whip inflation. But they *can* strike a blow for economic sanity in their own little corner of the universe by remembering that you can't support a taste for martinis on a beer budget. And at some point, a management negotiator will look at a union bargainer and a union bargainer will look at a management negotiator—and they will say in unison, "I trust this guy." From that point, progress can be made. Why will one man trust another? For one basic and sound reason: In the end, there is no alternative.

Welded rail gets NSTB hearing

Welded rail got the spotlight during three full days of hearings on the June 28 passenger-train derailment on Penn Central tracks near Glendale, Md. Using its authority to select significant surface accidents for probing, the National Transportation Safety Board conducted the hearings in Washington, D.C. A Board spokesman pointed out that the derailment—even though a fatality resulted—would not have been investigated if it had occurred off the high-speed line. However, it was the first accident on the Metroliner route and the first serious derailment involving welded rail. The accident assumes "added importance in relation to the potential for catastrophe involving one of the Metroliners," said Oster M. Laurel, Board member. Both Penn Central and the Board agree that the derailment resulted from a rail shift directly beneath the train, Seaboard's Silver Star. But what caused the shift? Investigations have found a fractured weld. But whether this was a cause or the result of the shift is a question that will have to await further study.

New microwave service gets FCC O.K.

In a 4-to-3 decision, the Federal Communications Commission has granted Microwave Communications, Inc., authority to construct a microwave system between Chicago and St. Louis to provide services as a common carrier. If the decision stands up, experts predict that it will alter drastically the domestic telecommunications business, by providing competition for the commercial telephone and telegraph companies. The FCC majority said that "if we were to follow the opposing carriers' reasoning and specify as a prerequisite to the establishment of a new common carrier service that it be so widespread as to permit cost averaging, we would in effect restrict the entry of new licensees into the common carrier field to a few large companies which are capable of serving the entire nation. Such an approach is both unrealistic and inconsistent with the public interest." MCI had asked permission to build a microwave system to provide communications services for Chicago-St. Louis and nine intermediate points.

IF YOU HAD ACCESS TO U.S. STEEL METALLURGISTS AND ENGINEERS, DO YOU THINK YOU COULD IMPROVE YOUR FREIGHT CONTAINERS?

If your answer is yes, you can get the help of these experts at no charge. It's part of their job to provide assistance to the people who use, handle, design or fabricate containers. Try us.

Or for our booklet, "Shipping Containers for Economy, Steels for Durability," write United States Steel, Box 86 (USS 5979), Pittsburgh, Pennsylvania 15230.

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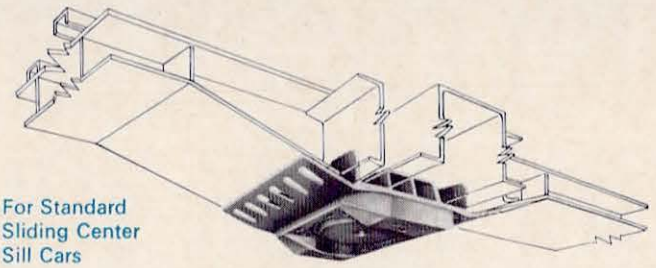
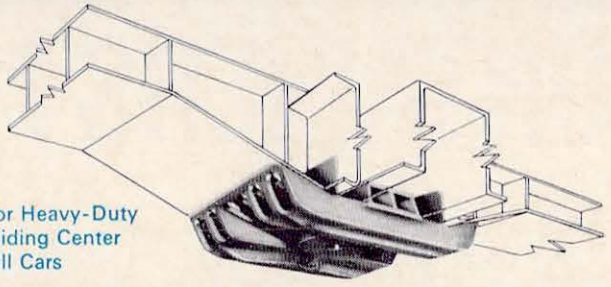
WAUGH Body Bolster Center Support Castings

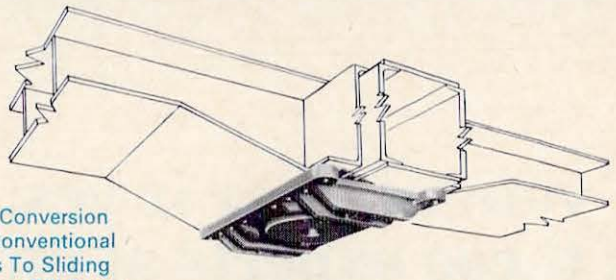
- For 50, 70, 100 and 125 ton cars.
- For cars with body or truck mounted brakes. Brake rigging on body mounted brakes is adaptable (heavy duty castings).
- Available in Grade "B" and Grade "C" cast steel.
- Flame hardened bowl or manganese wear ring applied to bowl.
- Bowl diameters 12", 14", 15" or 16".
- For riveted, bolted or welded-on applications.



For Standard Sliding Center Sill Cars



For Heavy-Duty Sliding Center Sill Cars

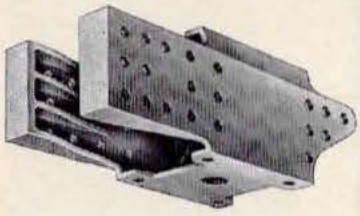


For Conversion of Conventional Cars To Sliding Center Sill Types

Years of hard, rugged service has proved the effectiveness, superiority and value of Waugh Center Support Castings and Symington Center Fillers. In addition to those types shown here, custom designs are available to meet special car requirements, whether for new cars or for replacements. All designs meet latest AAR specifications where applicable.

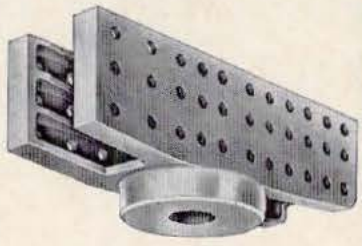
Let us put our experience and skill to work for you.

engineering . . . service



Combined Center Filler and Rear Draft Lugs

For conventional cars. Designs conform to latest AAR requirements to fit all standard overhang cars. Grade "B" cast steel.



Combined Center Filler and Rear Draft Lugs with Integral Center Plate

For conventional cars. Center plate bowls furnished in 12", 14", 15" or 16" diameters. Available with flame hardened bowl or manganese steel wear ring. Grade "B" cast steel.

Body Bolster Center Filler with Integral Center Plate

For conventional cars with separate rear draft lugs and end of car cushioning devices. Center plate bowls furnished in 12" or 14" diameters. Available with flame hardened bowl or manganese steel wear ring. Grade "B" cast steel.

SYMINGTON Body Bolster Center Fillers

. . . available for welded, riveted or bolted installations. They are one-piece, hot-die-pressed to assure accuracy in dimensions . . . and attachment holes are jig drilled to assure trouble-free application.

if it rolls on rails specify

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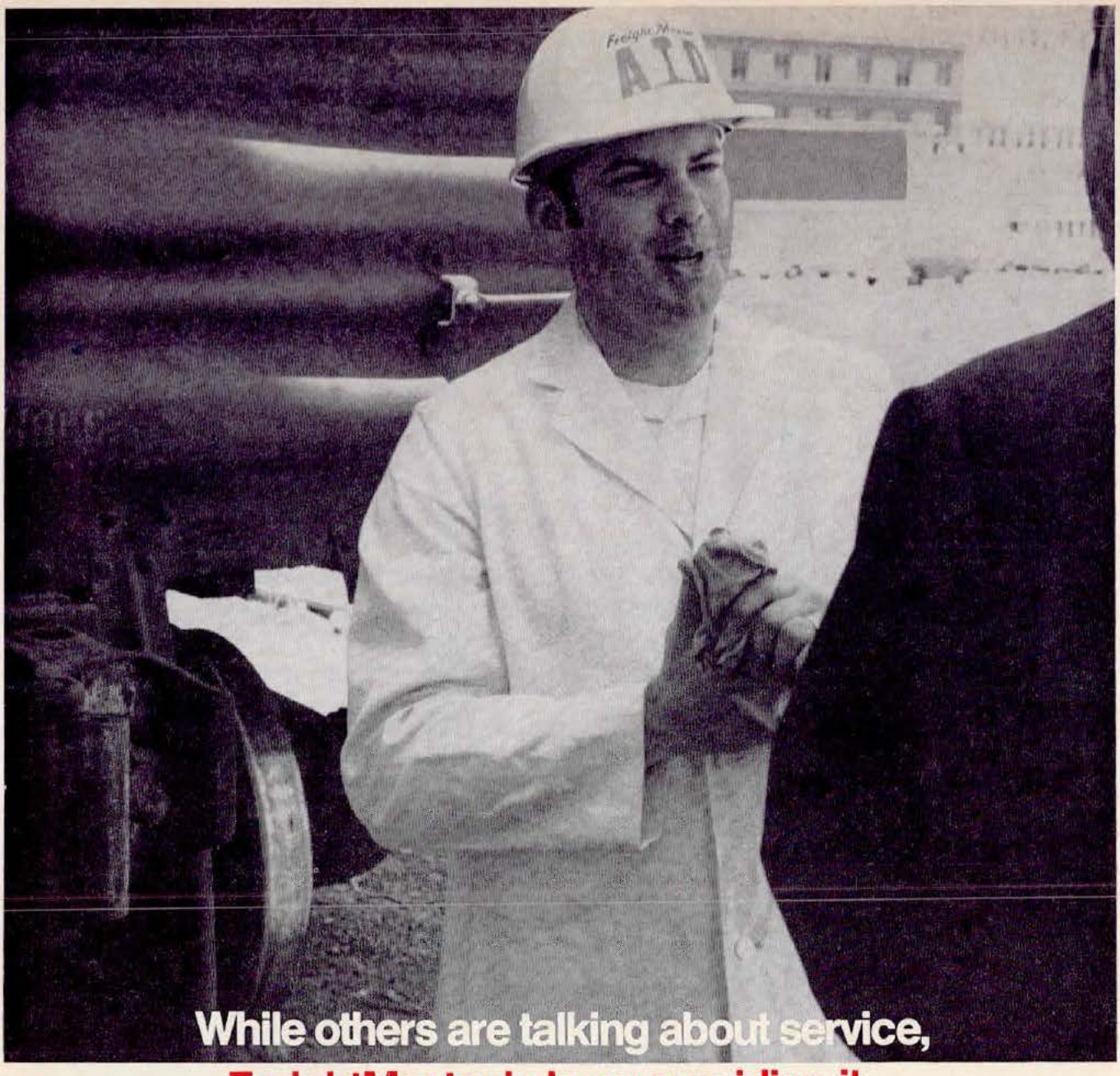
Circle 8 on coupon page 56



FreightMaster is busy providing it.

FreightMaster end-of-car hydraulic cushioning devices are engineered and built to be the best that the state of the art permits. We add to this equipment excellence our national network of Assistance-In-Depth (AID®) Service Engineers. These trained, experienced specialists work day and night to see that FreightMaster equipment performs consistently at a high level of efficiency during its long service life.

Our AID service organization was created with just one thought in mind — fast, efficient, personal assistance during any phase of a FreightMaster cushioning program. We're ready to help with engineering applications, ideas to speed installations, and long term, dedicated AID service after the cushioning program is completed.

We feel our responsibility doesn't end with the installation of FreightMaster equipment. We feel it's just the first step in a continuing program of co-operation that is beneficial for all . . . shippers, railroads, and FreightMaster.

We've been providing this type of service for over 11 years. It's our way of doing business . . . because it's our way of life.

FreightMaster is ~~10~~ 11 years ahead.

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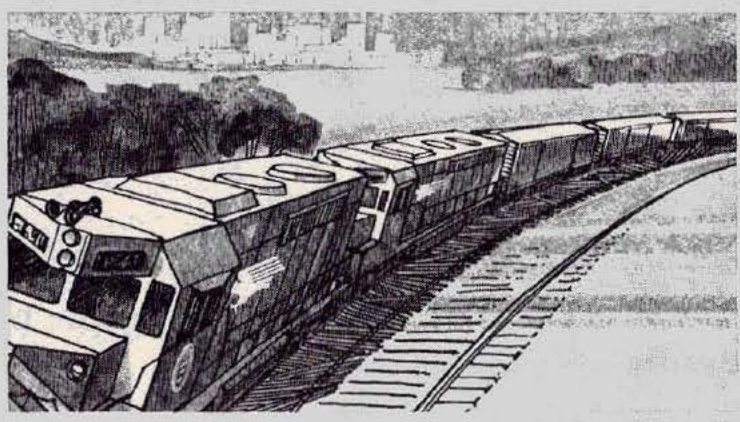
Available — FreightMaster's national network of Assistance-In-Depth Service Engineers

*Service Mark

Circle 9 on coupon page 55

MoPac whips the arch enemy of fast freight: the slow terminal.



For years railroads have battled "terminal delay." That's what happens when thousands of freight cars headed for hundreds of destinations on scores of routes, converge on one interchange to be switched, sorted and sent on their way. Bottleneck!

MoPac hasn't taken it lying down. We've pushed ahead on a system of pre-blocking that's saving shippers many precious hours at busy terminals such as Memphis, New Orleans, St. Louis. We call it Family Style Switching, and here's how it works.

Before releasing a string of cars to a connecting carrier, we sort them according to sequence of delivery along the receiving railroad's line. No further switching or classifying is necessary. Trains can speed through interchanges . . . entire blocks of cars can be delivered with one quick disconnect. And with less handling, there is far less possibility of freight damage. Under reciprocal agreements, cooperating lines perform this same pre-blocking service for MoPac.

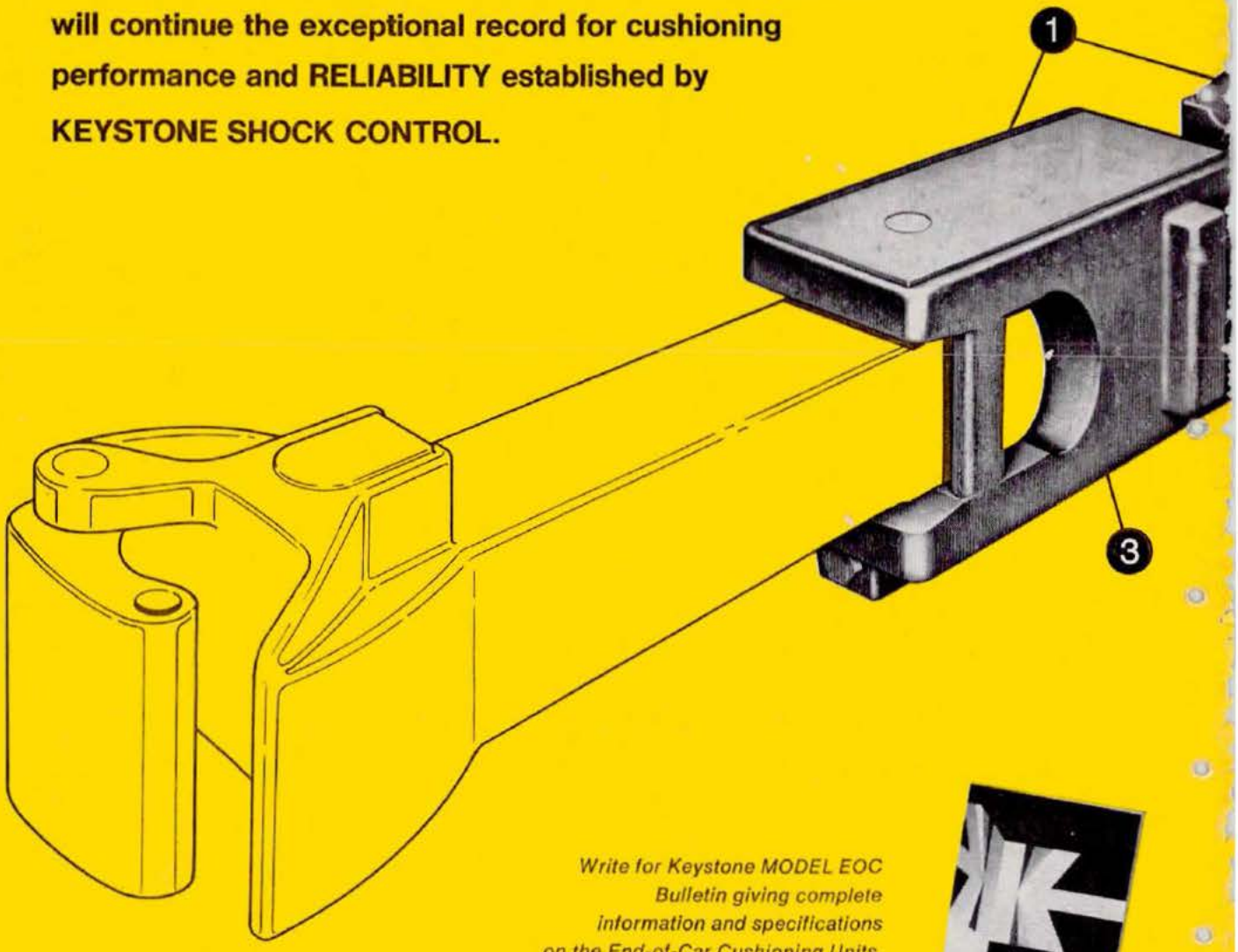
Family Style Switching is just one innovation in a master plan of terminal car control designed to save shippers time and money. Can you think of two better reasons for shipping via MoPac?

mo-pac
MISSOURI PACIFIC TEXAS & PACIFIC

Circle 10 on coupon page 56

Now KEYSTONE *RELIABILITY* to

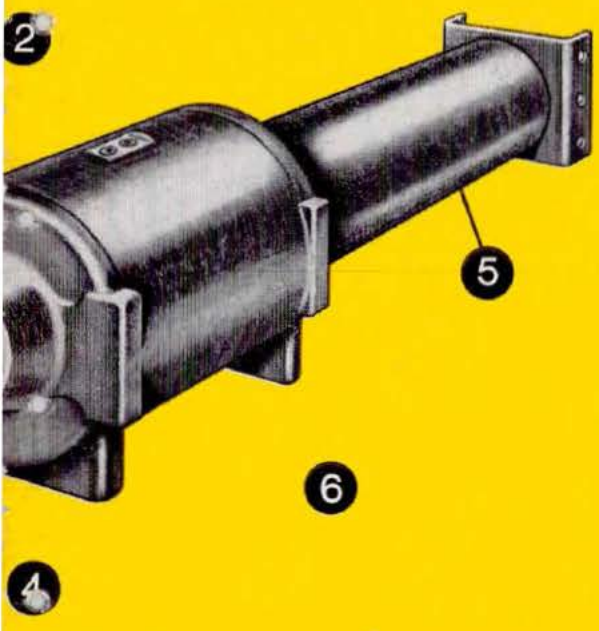
Now we're positive that our End-of-Car cushioning device will continue the exceptional record for cushioning performance and RELIABILITY established by KEYSTONE SHOCK CONTROL.



Write for Keystone MODEL EOC Bulletin giving complete information and specifications on the End-of-Car Cushioning Units.

ntroduces

End-of-Car cushioning



Check these features and see why we're confident the MODEL EOC will do just that.

1. **Combines proven KEYSTONE SHOCK CONTROL hydraulic system principles with accepted draft gear yoke and stop design criteria**
2. **Easy and economical to install on both new and rebuilt cars**
3. **Yoke and draft stops designed to exceed AAR specifications for yoke and draft gear stop strength**
4. **Simple, rugged construction assures long dependable service with minimum maintenance**
5. **Return system's 5000# pre-compressed spring assures positive re-centering of unit and full cushioning protection in hump operation**
6. **Steel on steel forces are never transmitted through the hydraulic unit**

The KEYSTONE SHOCK CONTROL Model EOC is designed to avoid costly and complicated repair procedures. Each part, coupler, hydraulic unit and return system may be removed separately if repair or replacement is necessary. Coupler pins and keys are securely retained and wearing surfaces are fully protected. Yoke designs prohibit any possibility of cocking the yoke during a buff or draft stroke.

The Model EOC is available with 9″ and 1″, 10″ and 0″, 13⅜″ and 1⅝″, and 15″ and 0″ travel, and in a variety of application designs to meet the many variations in car construction and deck heights. Ask your Keystone Representative or call 312—427-7160 for help in selecting the particular one best suited to your car requirements.

KEYSTONE RAILWAY EQUIPMENT COMPANY

General Offices: 310 S. Michigan Avenue • Chicago, Illinois 60604
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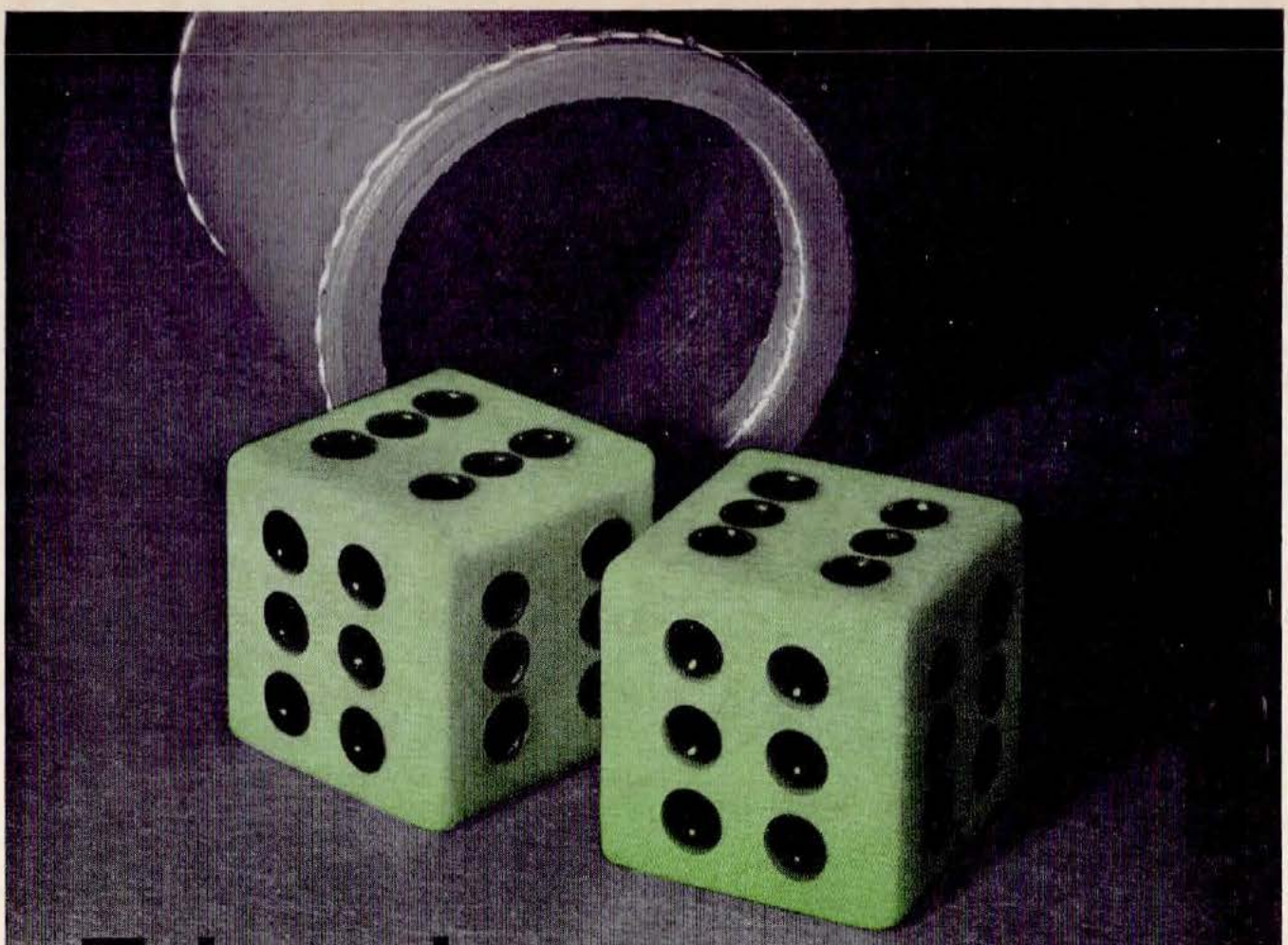


Frisco is putting its money on "boxcars" (we're betting on you!)

Boxcars may be a bad bet in dice—but we think it's a sound bet in the railroad business. Because we're in the railroad business all the way. And our total service effort includes substantial and consistent new equipment purchases year after year . . . well calculated to meet your needs. Purchases will be up in '69. We're betting that a railroad can succeed in the railroad business with "boxcars"—and winning, thanks to you.

Our Total Service Effort is your best bet for dependable freight service.

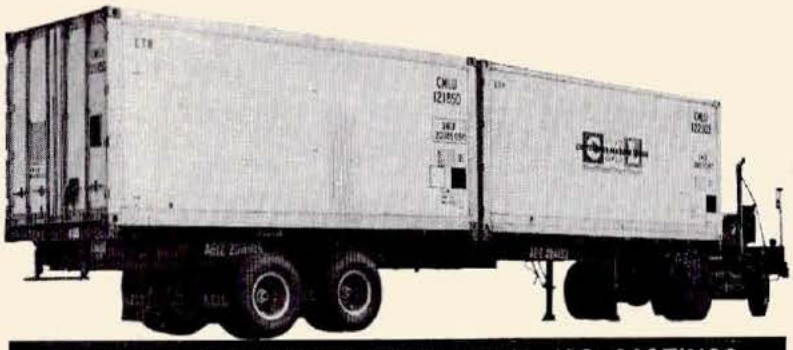
When your freight goes FRISCO **your freight goes!**

ST. LOUIS-SAN FRANCISCO RAILWAY CO.

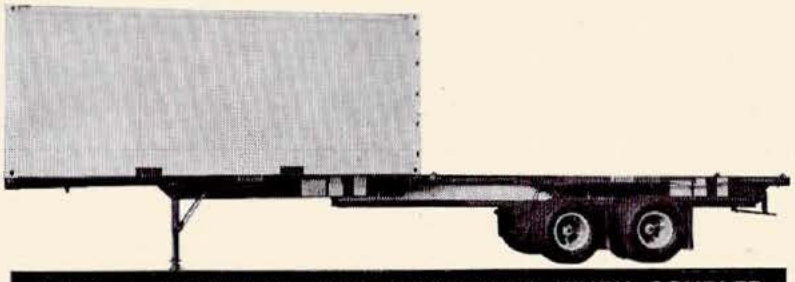
Circle 12 on coupon page 56

Why be tied to a captive system for handling 20-ft. containers?

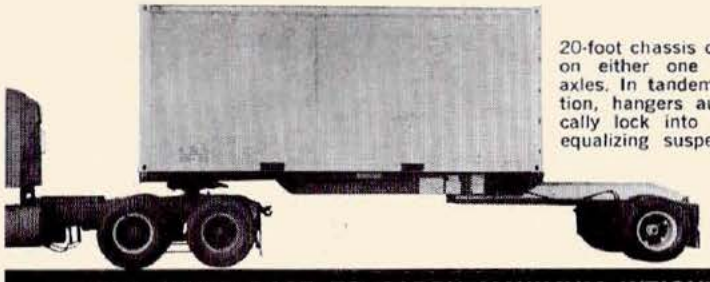
DORSEY DX 20-40 IS THE ONLY COUPLE-ABLE CHASSIS THAT HAULS UNCOUPLED CONTAINERS AND DOES MANY MORE THINGS THE OTHERS CAN'T



HAUL ALL CONTAINERS WITH USASI - ISO CASTINGS



HAUL A SINGLE 20 - FOOT CONTAINER WHEN COUPLED



20-foot chassis operates on either one or two axles. In tandem operation, hangers automatically lock into a load-equalizing suspension.

EXTEND WHEELBASE TO CARRY MAXIMUM WEIGHTS

HAUL FLATS, GONDOLAS, TANKS OR COMBINATIONS

Telephone or write for full details on the most versatile and efficient couple-able chassis in the industry. An executive account manager will immediately be at your service.

Telephone (205) 897-2241

DORSEY TRAILERS

DORSEY TRAILERS
ELBA, ALABAMA
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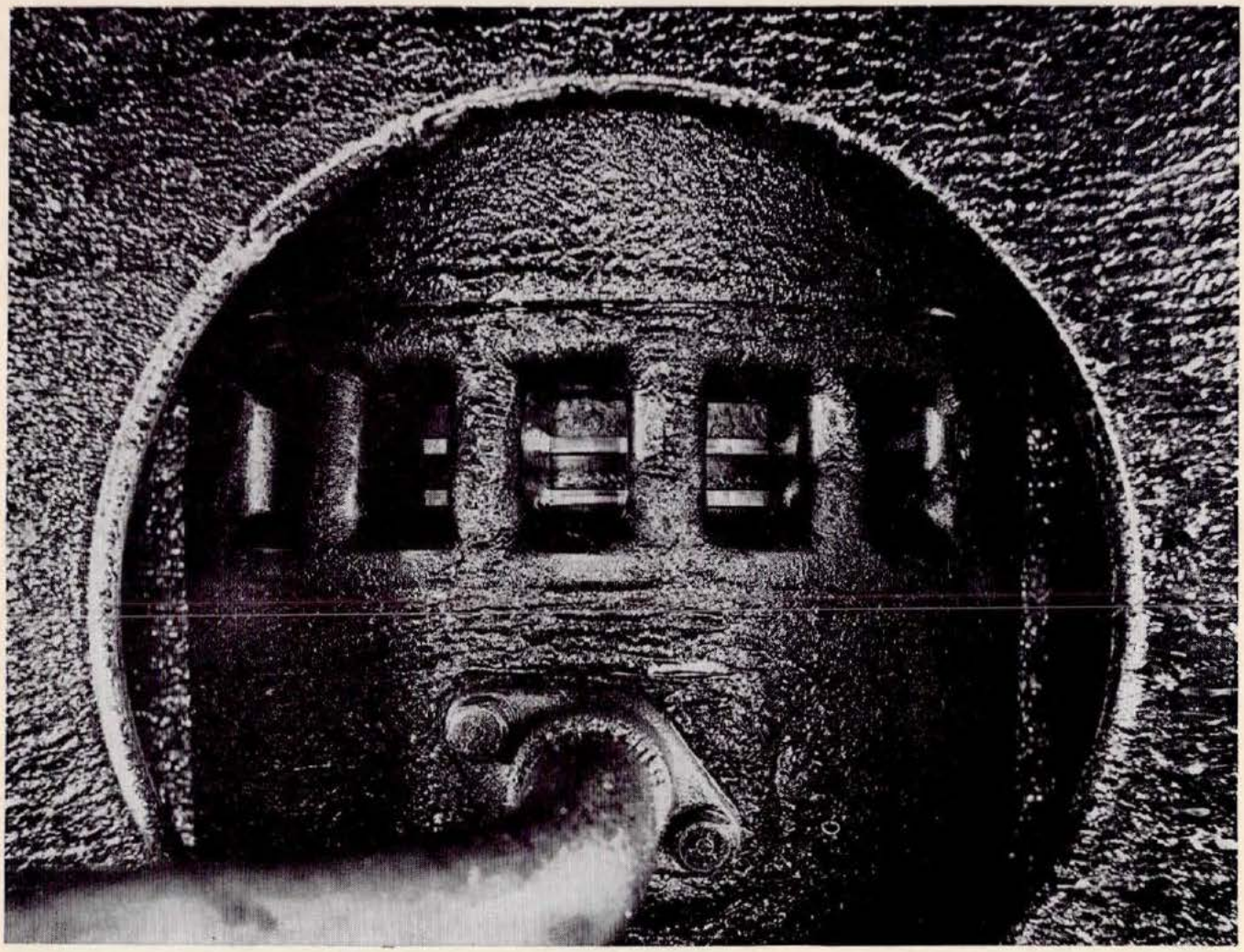
Circle 13 on coupon page 56

This engine's fairly clean.



You're looking through the No. 3 cylinder air box inspection covers of identical EMD SD-40 engines in comparable service on the Western Maryland Railroad. Photo above, left, shows engine condition after 93,847 miles since factory delivery on the most widely used conventional oil. Photo above, right, shows condition after 94,360 miles since factory delivery on high-dispersant Shell TORNUS® Oil. Look at the difference.

But there's more to high-dispersant oils than cleanliness, according to Western Maryland authorities.

What really counts.

"We've got over 40 critical units on Tornus Oil," explains a spokesman. "Including the newest and the oldest, all in drag freight.

"The use of superior high-dispersant oils has allowed us to extend our overhaul cycle from four to six years. We're on a 14-year depreciation basis, so we eliminate that third overhaul—eliminate an 18-day outage—and save at least $25,000 in overhaul costs alone.

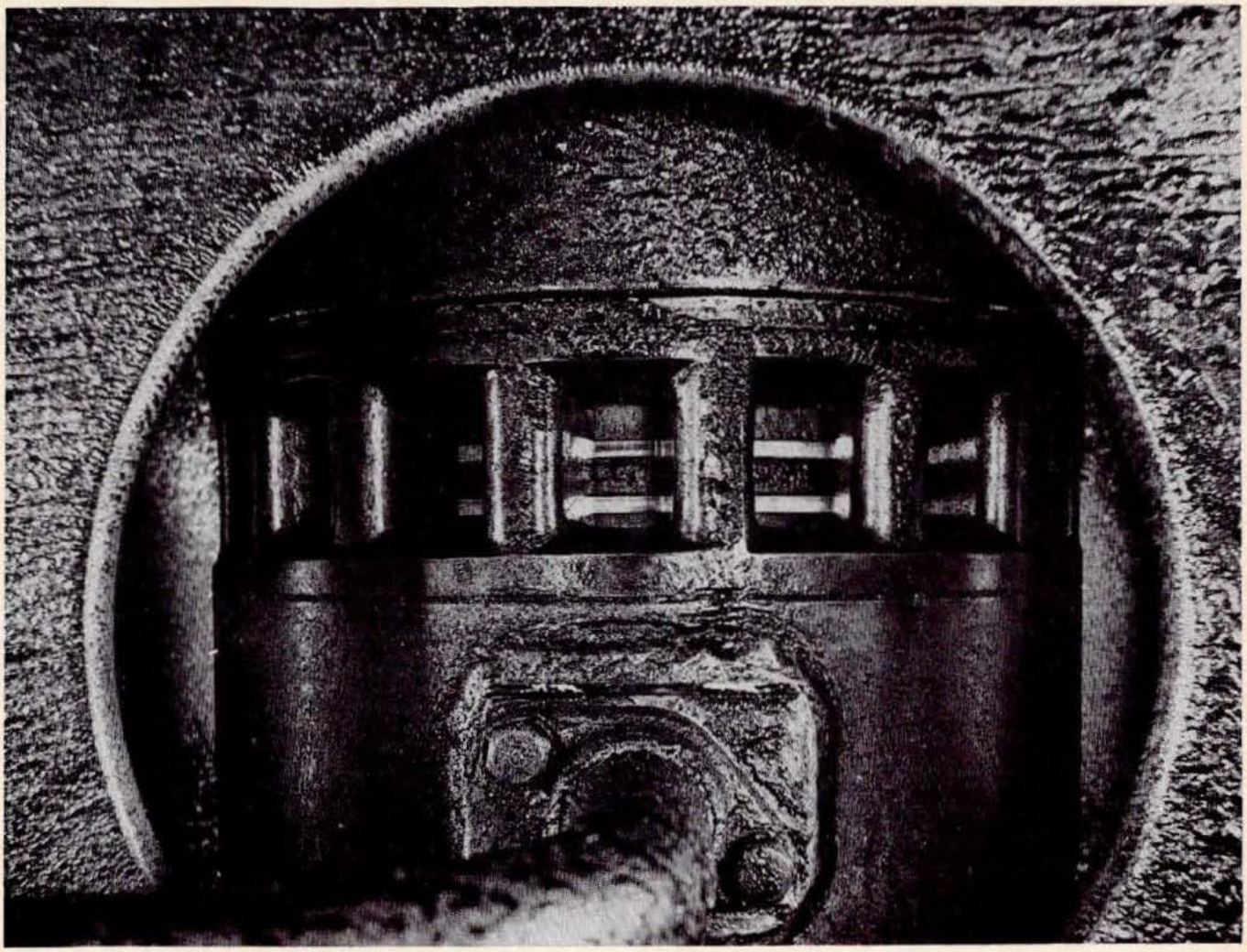
"Sure, high-dispersant oils keep an engine clean. For example, our units on Tornus no longer get an oil cooler cleaning between overhauls But cleanliness alone wouldn't have let us extend our overhaul cycle.

"What really counts is power utilization. That's what Tornus gives us."

"We've eliminated engine failure caused by water."

"Water leakage used to mean one thing—drop the bearing caps and inspect for damage. Likely as not, we were faced with a major overhaul.

This one's $25,000 cleaner.



"We found that high-dispersant oil can swallow water. It may become so loaded with water, the oil looks like milk, but we don't have to drop the bearing caps.

"We have eliminated engine failure caused by water. Again, the big factor is power utilization."

Verified performance.

Tornus Oil is approved by General Electric as a Superior Lubricant for its highest horsepower locomotives. It's fully approved by Alco. And it's listed by General Motors as a High-Dispersancy Oil, widely used for turbocharged and non-turbocharged engines. Verified performance.

Call one of these offices.

Let Shell demonstrate that Tornus Oil saves money in your equipment. Call one of these offices: Baltimore (301) 821-5905; Chicago (312) 341-3275; San Francisco (415) 392-5400. Or write for brochure to Shell Oil Company, Department RO/V, Post Office Box 1890, Trenton, N.J. 08607.

SHELL

MEMBER RPI RAILWAY PROGRESS INSTITUTE

Circle 14 on coupon page 56

BOB LORENZ SAYS,
"Penn Central is on the right track."

Robert H. Lorenz is the Director of Transportation for American Can Company, a big user of railroad transportation.

And here's what he says about Penn Central's improvement in freight service:

Bob Lorenz

"I'm shipping PC today because I get the best service for my money. As far as freight is concerned, I think they're on the right track."

Earning the praise of men like Mr. Lorenz isn't easy. But, then, putting together the biggest merger in American history isn't easy either.

It's a tough and complex job. Fact is, we're still working at it.

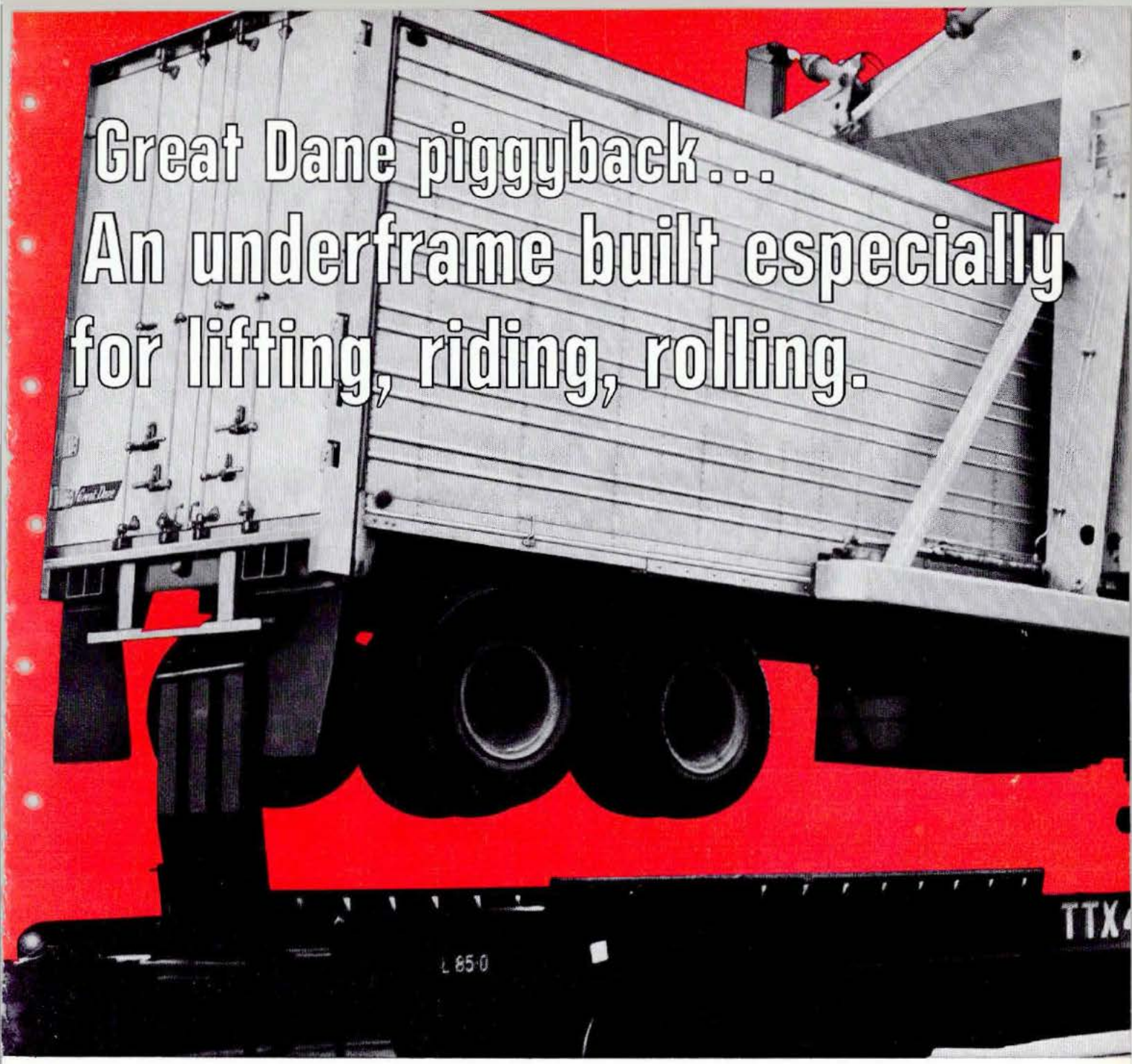
And, we won't stop working at it until the NEW Penn Central is the best railroad in the world.

Maybe that's why Bob Lorenz says nice things about us.

The New PENN CENTRAL

We're Out to Move Your Freight

Circle 15 on coupon page 56



Great Dane crossmembers are strong 4-inch deep I-beams with only 9½" of space between the flanges. Each crossmember is riveted on the top and bottom to the side rails for maximum attachment strength. Laminated hardwood flooring is standard.

Seven gauge steel lift pads run six inches under the side frames. These lift angles are welded to each crossmember in addition to being bolted to the side rails. In the landing gear area a specially designed mount distributes loads over six crossmembers. The landing gear is recessed in from the lower side rail sufficiently to provide easy lifting at this point.

An oversized fifth wheel assembly distributes stress and reinforces the load carrying area of the trailer. A two-inch forged steel kingpin is welded top and bottom to the fifth wheel assembly. Piggyback service tests show that the Great Dane upper coupler surpasses all requirements of the National Railroad Piggyback Association.

For more information on the toughest piggyback trailer made, write to Great Dane Trailers, Inc., Savannah, Georgia 31402.

Quality is our product

Great Dane Trailers

SAVANNAH, GEORGIA

track-tested
track-tested
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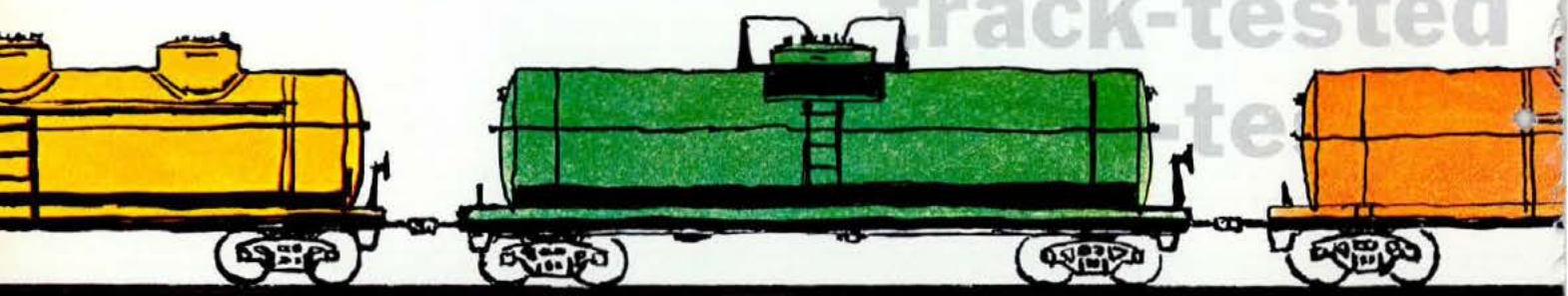
MIDLAND'S NEW

5 year paint

U.S. Patent #3,257,343

gives you twice the mileage . . .



MIRACLES WITH MOLECULES

Midland's T-500 may be new to you, but not to us. We've tested it for six years over the rails on tank cars carrying ferric chloride, one of the toughest chemicals paint can be exposed to.

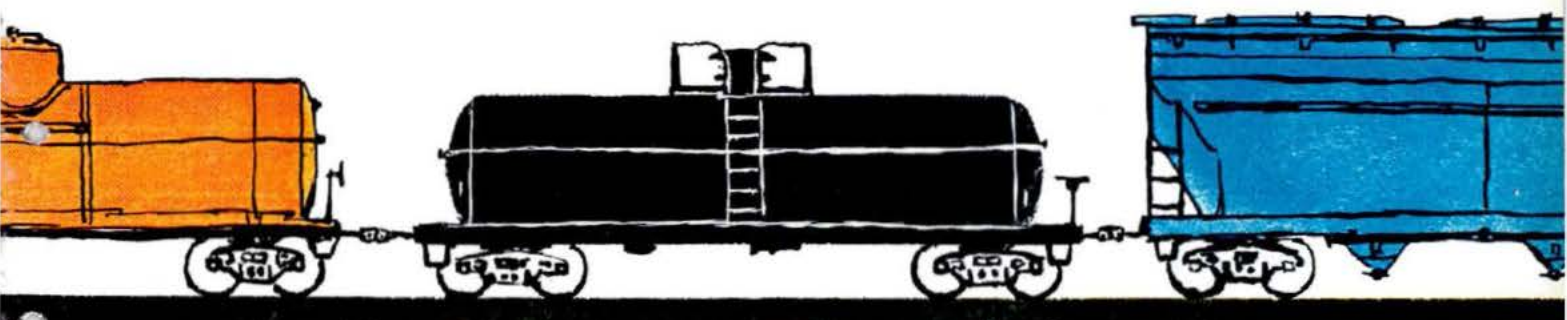
So when we say, T-500 lasts 5 years, we mean *at least* 5 years. You can *count* on T-500 eliminating the interim painting between regular car maintenance periods. It means *big* savings and extra income by keeping cars in service continuously.

T-500 has other advantages, too. It has a superior high gloss that sheds dirt and grime, resists industrial atmospheres, salt laden air, and both the sun's heat and winter's cold. T-500 looks good all the time and all of the miles that it is saving you money.

T-500 comes in black, white and brilliant colors. You name it. T-500 is also great for keeping company names and images bright and free of rust!

Call or write MIDLAND DIVISION, Waukegan, Illinois 60085, for test data, present users, and an estimate of your potential savings.

no matter what you carry!



DEXTER **MIDLAND DIVISION** THE DEXTER CORPORATION

CLEVELAND, OHIO 44104 · HAYWARD, CALIF. 94544 · ROCKY HILL, CONN. 06067 · WAUKEGAN, ILL. 60085

You're way ahead with Fruehauf behind you.

Especially back on the 100th car. When a long train takes up its slack, that's where a piggyback van cuts it or doesn't. ■ Fruehauf Z-vans cut it. ■ They'll take load shifts that burst other equipment. We build the strongest front end and the strongest rear end in the industry. ■ And the strongest coupler. ■ More and more roads are finding out that Fruehauf Z-vans railroad like no other piggyback. Ask anybody. Call any branch or write Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.

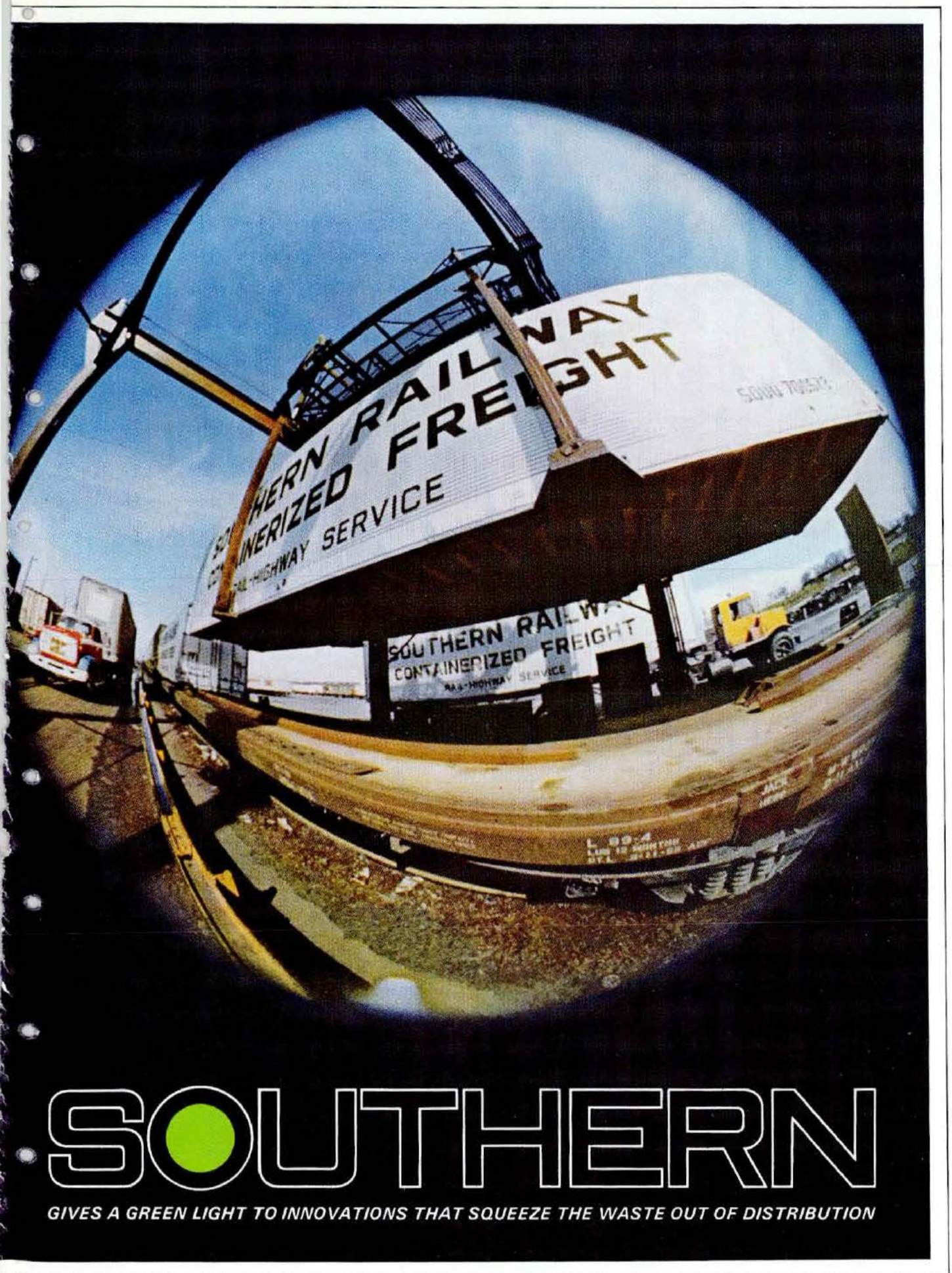
Z-VAN
ANTI-SAIL

Why did our rail-highway traffic grow 36.4 percent last year?

That's nearly 3½ times the national increase.

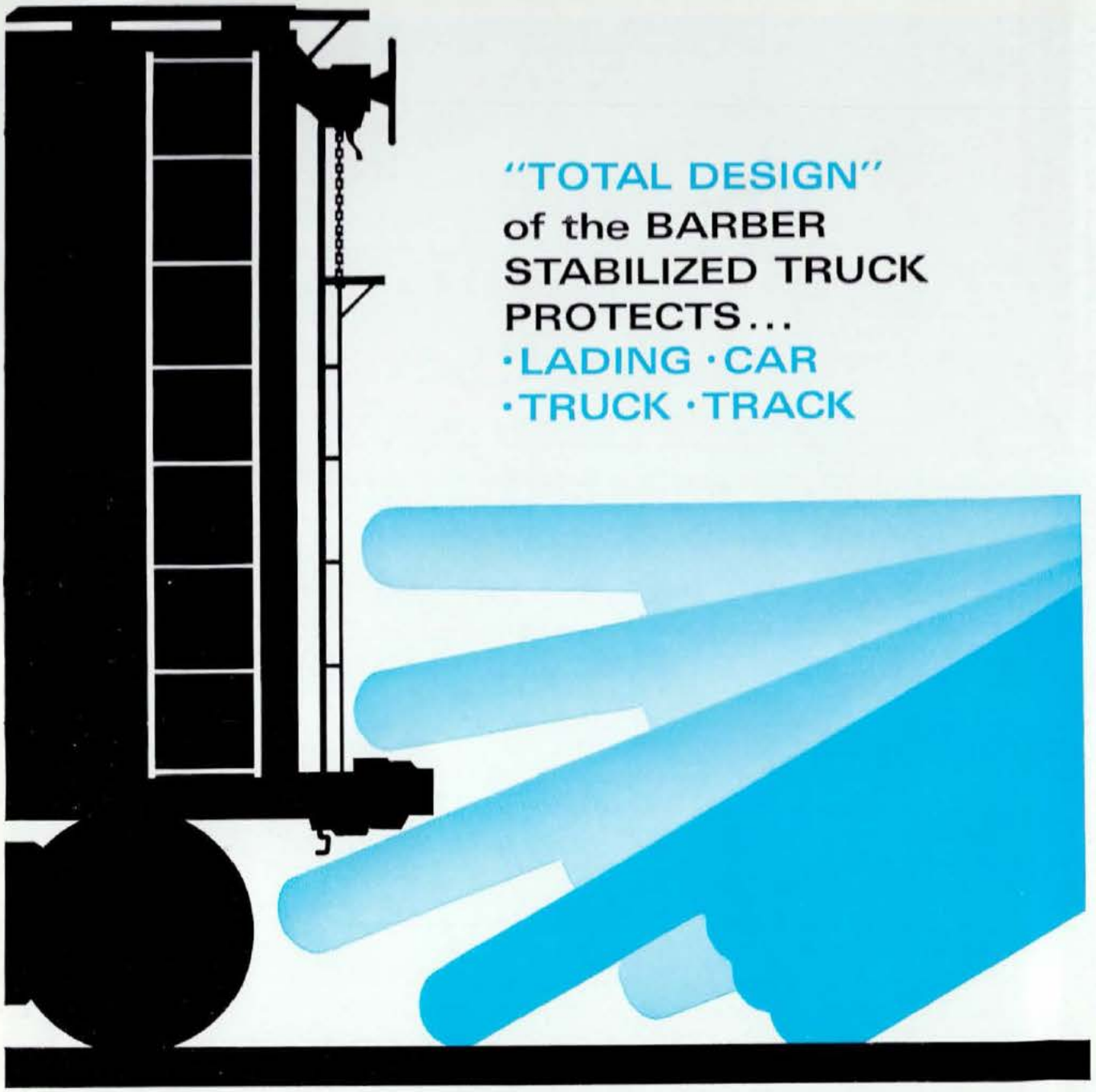
We think it's because containerization Southern style — minus highway chassis — is proving to be the most flexible and economical way. And only Southern has so much equipment (such as 33 overhead cranes, and 6 daily all-piggyback trains) to make containerization work.

We're the first railroad fully committed to containerization. Because it squeezes waste out of distribution. Southern Railway System, Washington, D. C.



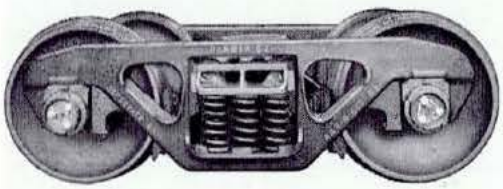
SOUTHERN

GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT OF DISTRIBUTION



"TOTAL DESIGN" of the BARBER STABILIZED TRUCK PROTECTS...

• LADING • CAR • TRUCK • TRACK



The heart of the "Total Design" system of the Barber Stabilized Truck is a device that absorbs destructive shocks and bouncing.

It protects valuable lading from wear and damage, and it also protects car bodies, underframes, truck bolsters, side frames and the track itself.

Barber Stabilized Trucks give longer life, cost less to maintain and are lower in first cost, too!

"Talk to the Man from Barber"

BARBER

STANDARD CAR TRUCK COMPANY

Chicago • Philadelphia • Montreal

RAILWAY AGE
THE TRANSPORTATION WEEKLY

TOMORROW'S RAILROADS

NO. 8

GEARING A TRANSPORTATION INDUSTRY TOGETHER

Continuing a 12-part exploration of what can and must be done to create the 21st century railroad . . . the 21st century transportation system

BY GUS WELTY

• **It's an elusive dream**—the dream of a national transportation "system." But some dreams eventually come true. This one will—because it must.

• **System transportation** has been called by many names. Some—such as "common ownership"—have become fighting words. Others—"intermodal" or "multimodal" transportation, for instance—retain a certain respectability. These words and the concepts they represent *are* the future, so far as transportation is concerned.

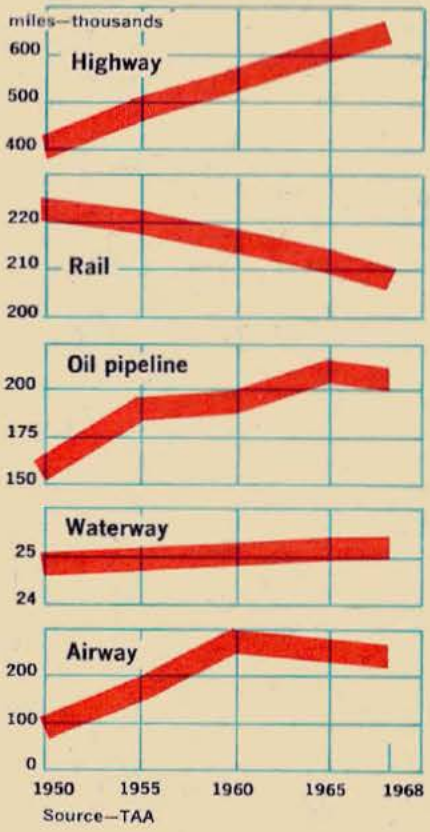
• **Who will lead** the movement toward system transportation? In all probability, government—government with the vision and the courage to do something about a transportation mess that can only get worse as transport demand builds up.

At long last, government may be ready to face up to the responsibility. It was a top federal official who had the daring to say this: "We will see the emergence of intermodal transportation companies. . . . This development is necessary and inevitable and nothing to be afraid of."

• **Transportation people** have their own responsibilities. Unfortunately, many of them show less desire to accept them, and perhaps this is not surprising: Decades of intermodal squabbling are not easily forgotten, even in the face of national growth patterns which demand that changes be made in transport policy and practice.

• **The principal argument,** now as before, is between the railroad and motor carrier industries. It shows few

The primary transportation plant looks like this...



signs of cooling off. Railroads want an easing of restrictions preventing broad expansion in transportation; truckers want no such thing.

• **The motor carrier** position might be summed up in this trucker's comment: "We don't buy [railroad] ideas of common ownership. We don't think either we or the entire nation could afford that remedy, if it were any remedy, which it isn't. We are double-sure that trucking, the airlines and the water carriers would never have developed as they have, if railroads had owned them all. The equipment and the services of these other modes in rail hands would have grown and improved—but only to the extent of becoming genuinely competitive with the larger rail investments that would be closer to railroad hearts. Truck operators figure that truck ingenuity and inventiveness and improvement would be dead, in railroad hands. So we would fight a wider railroad common ownership of truck lines. We would fight it all the way, and we would expect shippers to fight shoulder-to-shoulder with us."

So far as this trucker's observation relates to the past, it's probably true. Past generations of railroad men *were* railroad men. Some of them passed up opportunities to expand into other forms of transportation when it was possible to do so. Most of them were concerned primarily with building a reputation as "a good railroad man." They operated in a totally different era.

• **Today's management approach** to railroading is far more businesslike. Today's successful railroad manager is a businessman first and a railroad man second. He

knows what era he's working in. He chafes under restrictions that prevent him from offering a total transportation package.

And it's ironic now that the trucking industry—which did so much for the betterment of commerce—is the biggest barrier standing in the way of much-needed transport improvement.

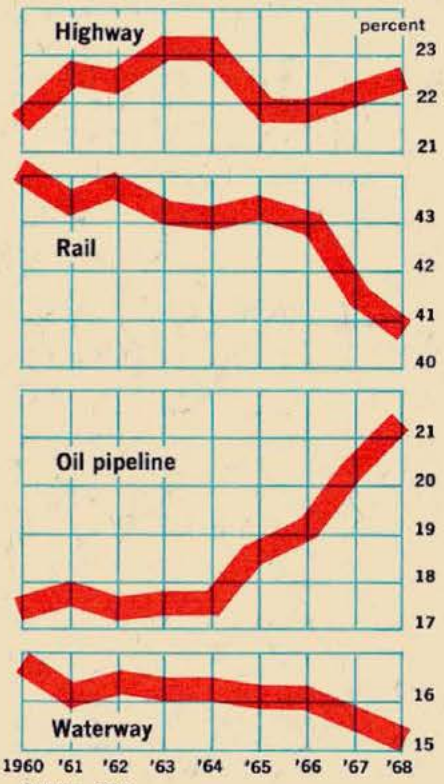
• **There are possibilities,** of course, in the voluntary cooperation or coordination of transport modes. Containerization—no longer just a catch-word—has helped in this kind of development, as has conventional piggyback. But even container operations have not achieved maximum efficiency, and other attempts at intermodal coordination have fallen farther short of goals—perhaps because of what one observer calls "a natural disinclination of one mode to share work with another."

• **Somehow, this failure** must be turned into success. Government itself is working with forecasts that see a trillion-ton-mile year for railroads by 1975, a 50% increase in motor-carrier ton-miles and "huge increases in business . . . for pipelines, inland water carriers and air-cargo operations." International trade, by government estimate, "will double in 10 years."

Again by government estimate, if national growth continues as predicted, "we will have to double our transport capacity in the next 20 years—double a capacity that took us about 150 years to put in place."

• **Containerization** could be the catalyst which brings transport modes together in some effective compound.

. . . and each mode has this share of the market*



Source—TAA

*Percentage of total intercity freight ton-miles

It has popular appeal. The development of its technology is intermodal. Only in operations (only?) is improvement coming at a growth-retarding rate.

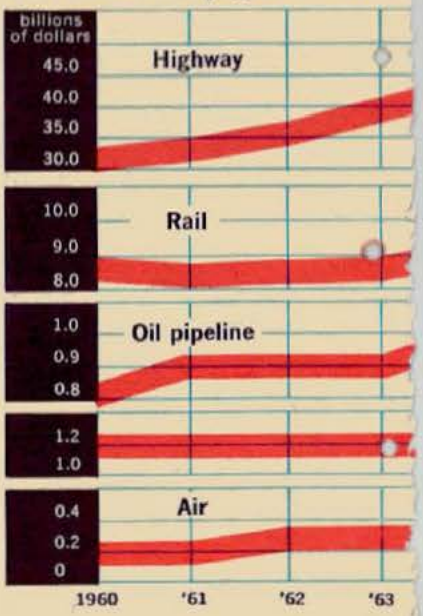
• **A man who has looked** at transportation both as a participant and as a regulator makes this point: "Intermodal transportation systems under one management, designed around the phenomenon of the container . . . are the key to domestic distribution efficiency of tomorrow. They must be allowed to form voluntarily, unshackled by legislation of a time gone by. It is all too apparent that successful intermodality will come into its own only when all transportation services can be offered by a single, efficient transportation company. Our present compartmentalized system of transport results from arbitrary statutory prohibitions, administrative interpretations and sheer, hide-bound tradition. It can only work against the orderly growth and development of domestic container traffic. I believe . . . that most of the problems of coordination and pricing of domestic intermodal transportation services would disappear if common ownership of transportation systems were authorized."

Perhaps what is needed—in this, as in so many things affecting transportation—is a showcase.

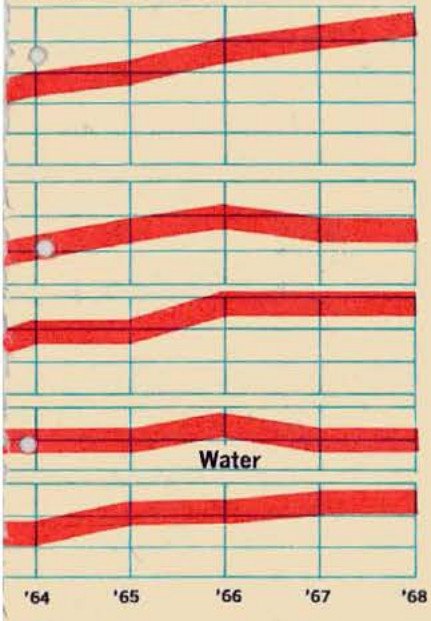
• **Intermodal transportation** is not something that can be simulated effectively on a computer or plotted on an economist's chart. It is something that has to be tested and proved in practice. Such tests should be made, and soon.

• **Would it be possible**—one observer wonders—for a test-tube experiment to be set up? Would it be possible

The customer pays—how mu



and to whom?



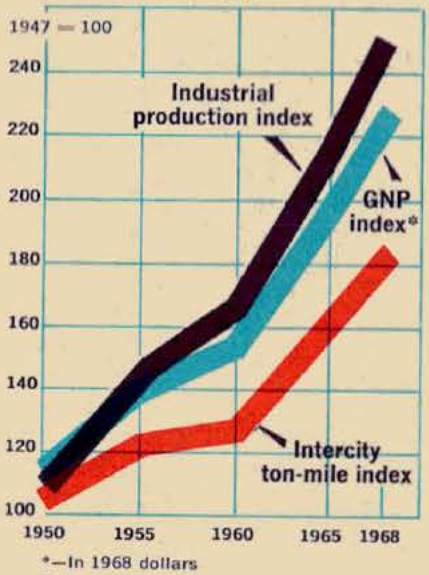
to bring together a railroad, a motor carrier, an inland-waterway carrier, and an airline—each of them of significant importance—to show what multimodal operations could achieve?

Only government, under present conditions, could line up such a test. There would be all sorts of problems, not the least of which would be some kind of shareholder indemnification. In whatever area this transport conglomerate operated, there would be problems with individually competing modes of transportation. Undoubtedly, there would be labor problems.

• **The whole idea** might prove to be impracticable. But what better way would there be to test the theory of the wholeness of transportation? There would be a new transport entity, a new kind of transportation for the buyer to sample. There would be direct comparison between total transportation and fragmented transportation. There would be service and cost measurements which a buyer could make. There would be operational measurements which management could make. There would be a total picture for government to see, as it tries to assess the pro and con arguments on intermodal or multimodal transportation. There would be—hopefully—some determination on the part of all parties to do an honest job, an impartial research job.

• **So far as transportation** is concerned, what other choices are there? Transportation today doesn't meet the nation's needs as efficiently or as economically as it could. A blanket order from government, or blanket permission for intermodal operation, would still meet powerful opposition. So perhaps a test is needed. It would

Production moves up, transport performance trails behind . . .



*—In 1968 dollars
Source—TAA

cost money. But this nation spent more than $160 billion for transportation last year, and the total is steadily climbing. It can well afford the dollars that a multimodal experiment would require.

The *big* need—the philosophical need—is for the development of more people, in transportation as well as in government, who think beyond today. Shippers could help in this development, if only they would.

• **Shippers**—buyers of freight transportation—are paying more for transportation than they have to, and the service they're getting is too often poor. Shippers should be insisting upon development of more rational policies toward transportation. Shippers should be taking a cold new look at their positions on competition in transportation. Shippers who have a minimum choice in other utilities—in electric power, gas, water, the choice is take it or leave it—can play one carrier against another, one mode against another, but still they don't get the kind of cost/service relationship they need. They could do better, and they ought to be thinking about multimodal transportation as one possible route to "doing better."

• **In short, there has to be** a better way to run the transportation industry—a better way in which a transportation *industry* can be constructed.

In the meantime—while government, customers and transport agencies are operating under present outmoded conditions—the problems of transportation will grow.

Chaos is in the offing.

• **Projections on** Gross National Product all point to

transport demand like nothing this nation has ever known. Projections on population growth all point to an increasing urbanization. Inevitably, there will be a space problem–and a transportation problem.

The old rule says that nothing moves unless it has to. And if it has to move, then it moves no greater distance and at no greater cost than necessary. This is the challenge that faces transportation–not just railroads but all transportation–in tomorrow's world.

• **Transportation as it exists** today cannot meet that challenge. As one top government official puts it, "I take it for granted that no one mode of transportation will be able to provide efficiently all the mobility we require. Our citizens should be able to choose a mix of modes designed to get them, or their freight shipments, where they are going with a minimum of delay and irritation."

• **So the time has come** for the laying aside of past feuds, past wars, past sniping, past back-biting. The time has come for all transportation managers – rail, truck, barge, ship, pipe or plane–to think of themselves and their enterprises as parts of the whole, not as separate and individual entities.

Contempt is something that no longer can be tolerated, between one kind of transportation and another. Infighting has to cease. Intermodal and intramodal competition must be redefined. It was a highway builder who said it: "All modes of transportation are complementary, or should be, rather than competitive."

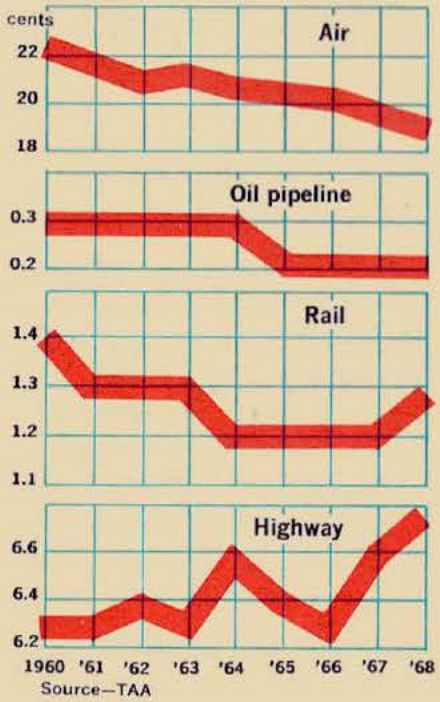
• **Railroads and railroad men** have been off-target in the past in some of the arguments they have made, to

. . . and government's '69 transport spending obligations show this "balance"

*—Including rail

Source—AAR

Who's high, who's low, in revenue per ton-mile?



Source—TAA

Congress and the public. At the very least, they have been impractical in what they have asked. But this time, railroads and railroad men are right. Tomorrow—not merely tomorrow's railroads but tomorrow's transportation—demands that the nation, its government and its existing transportation companies look at the total requirement.

• **It's possible** that somebody in some other form of transportation will take the lead in setting up a true intermodal operation. After all, the real prohibition involves railroad control of other modes, and a vice-versa situation could be created. From time to time, there's talk of something like this. But it remains talk. Turning it into reality would be difficult and expensive.

• **Somehow and somewhere and sometime,** though, the deadlock in transportation will be broken. The walls between modes will be knocked down. It won't happen this year or next. It won't happen so long as railroad men are the only advocates of intermodal or multimodal transportation. But the day will come—when government becomes involved, when transportation buyers become involved, and when transportation's defenders of the status quo begin to realize that events are passing them by.

• **Someday, there will be** a true transportation company. It will be multimodal, and it will be efficient. Most important, it will be providing a needed service, and a saleable one. The elusive dream will be captured. And the goals of national development will be a lot easier to reach.

Coming Sept. 29
Part 9:
RAILROADS AND THE CHANGING PASSENGER MARKET

Photo taken at New York Society of Model Engineers Club House, Carlstadt, N.J.

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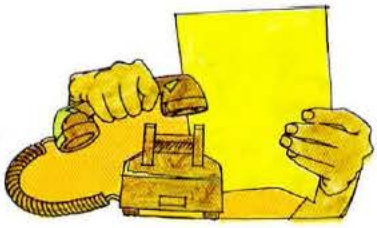
Transportation Information



Great Northern sales offices — there are 53 of them in the U.S. and Canada — get computer-generated movement reports on every freight car shipped by or to a customer in each office's territory. In addition, sales offices can ask our computer about specific cars, get an almost instantaneous answer. Great Northern is also supplying more than 100 of its shippers a daily car position report. The report is complete, up-to-the-hour.

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Great Northern's increasing ability to measure freight movement performance is still another dimension of quality control which enables us to quickly identify — and act on — our opportunities for improving customer services.

GREAT NORTHERN

Tougher times ahead for ID men?

With the economy showing signs of cooling off, the competition for new plants is getting keener than ever. Here, five industrial development experts assess the situation—present and future.

The times are both good and bad, for the men who promote rail traffic growth via the industrial-development route.

Industry has been expanding at record rates for a number of roads. This has brought a year-by-year increase in the on-line plant investment and in new traffic generated. Now, however, government is tinkering with the economy to try to slow down the pace of expansion. Tight money is a worry, and so are high interest rates.

What are ID men looking forward to? Railway Age went to five top ID officers, to measure the current situation and to get a sketch of changing patterns in railroad industrial work. The five roads are scattered, geographically. But they have a few things in common: They operate in growth areas. They're based away from the business capitals, New York and Chicago. They run aggressive ID programs.

The "panelists" are Northern Pacific's G. F. Defiel, vice president-industrial development; Frisco's N. A. Kirchoff, director-industrial development; Seaboard Coast Line's J. R. LeGrand, assistant vice president-industrial development; Norfolk & Western's Joseph E. Savely, director-industrial development; and Western Pacific's Ed P. Jagels, director-industrial development and real estate.

These five men agree on certain things: Their plant-location successes this year will probably match last year's performance—but they're a shade less optimistic about 1970. They don't feel that it's any handicap to be based in places such as St. Paul, St. Louis, Jacksonville, Roanoke or San Francisco, instead of New York or Chicago. Once they get wind of an ID lead, they proceed in generally similar fashion to agree that ID men do not live by leads alone—and there can be both immediate and future benefits in making the so-called "cold" call on an industry.

But in some areas of ID work today, they see things in different ways. Here's how they see the continuing development of the railroads' ID effort:

Q. Is the general condition of the economy—figuring in the high cost of money, government's efforts to put the brakes on inflation and so forth—having a noticeable effect on your ID results?

KIRCHOFF, Frisco: We haven't noticed much effect yet. But we do anticipate that these factors will make a difference next year and the year after that. The high cost of money is a concern. So is the investment-credit situation, and the extension of the surtax. Labor-cost increases are having some effect on planning. But so far as the money problem is concerned, I think industrialists around the country are recognizing that the cost of money is up, and that it is going to stay up, and that they will just have to live with it.

LeGRAND, SCL: In certain categories of industrial development, the present condition of the economy and the high cost of money are having an effect. This is particularly true in the deferment of plans by smaller companies to expand or establish new facilities. For larger companies, which generate a substantial percentage of the necessary expansion capital internally, we see no major indication of any letup. On the contrary, there are indications of an increase in the number of industries expressing plans for new facilities. However, the timing of construction will be controlled by economic conditions.

SAVELY, N&W: Industry is now more deliberate in its studies. It requires a longer period to make final plant-location decisions. And results of a showdown probably will be reflected in 1970.

JAGELS, WP: There has been a noticeable effect on ID in our area. However, we have been experiencing good activity in our specific properties, in spite of the general conditions.

DEFIEL, NP: These factors are beginning to show, with indicators becoming more pronounced.

Q. Traditionally, the railroad has been the prime source of information for companies seeking new plant locations. Is this still true, or has competition for industry spawned similar competition in ID promotion?

KIRCHOFF, Frisco: I'd love to be able to say that we still occupy the position we used to have. But I think things are changing. The power companies, for instance, have all become very active in industrial development work. They are getting very good at assembling information on the territories that they serve. Consequently, we find that quite often industrialists will go to them first, rather than to the railroad. However, we are still getting enough leads to keep us busy. I think it points up this fact: It's more important than ever that we go out and cultivate the right people, the right firms at the right time—and they will then come to us.

JAGELS, WP: While railroads may still be one of the prime sources of information for companies seeking new plant locations, public-utility companies, well-known and capable industrial-park developers and industrial realtors are equally prime

N. A. Kirchoff, Frisco: "It's more important than ever that we go out and cultivate the right people . . . ."

Ed P. Jagels, WP: "There is much more sophistication in site selection today than in the past."

J. E. Savely, N&W: "We should provide specialists in transportation rate studies, community planning, economic analysis."

J. R. LeGrand, SCL: "Transportation capability and cost are of increasing importance in the location of new industries."

G. F. Defiel, NP: "I strongly feel that a research arm of ID is more and more becoming a 'must.' "

COMMUNITY ATTITUDE IS IMPORTANT TO SITE-SEEKERS

sources. This is also true of certain state and local chambers of commerce and development associations and commissions.

SAVELY, N&W: We find that the railroad industry is still a prime source of information. Other sources widely used by industry today, of course, are the electric utilities and state development departments.

LeGRAND, SCL: While there are a vast number of industrial development agencies which have been organized in the last 10 to 15 years, there is a trend toward more and more industries coming directly to the railroads for assistance in industrial development matters. We feel this is due to some extent to the mergers which have taken place, which have reduced the number of railroads involved in the geographic area of interest. Industry has found that railroad industrial development departments are in position to provide information and assistance over a larger geographic area than any other development organization.

DEFIEL, NP: There is a pronounced emphasis where there is greater ID activity by other sources, private firms, state and local government levels and utilities. However, industry's ID demands have soared with the growth in our economy, to the end that notwithstanding the stepped-up pace of all sources who attract industry, there is no dilution of the railroad position—bearing in mind that the railroads, like the other sources, have fueled their resources and activities to keep their position strong.

Q. Are ID prospects' needs changing? Are new factors becoming important when a company considers a plant site? Are factors that used to be important now receiving less attention?

SAVELY, N&W: Fundamental plant-location factors are still the criteria for most companies. The most important new factor is community attitude. Industry is very reluctant today to consider a community which is not willing and eager to accept it as part of the business community.

LeGRAND, SCL: The industrial development factors which were important to an industry 20 years ago are the same primary factors which control the location of industry today. While the importance attached to specific factors such as labor, transportation costs, taxes and so forth, varies from one industry to another, the factors are the same. As an example, an industry which has a high labor cost per unit of product will be primarily concerned with availability, quality and cost of labor, while a company with relatively low labor cost per unit of product but a high capital investment in plant facility will be primarily concerned about taxes. In those cases where transportation cost is a major item, the location of the new plant will be controlled primarily on the basis of this factor.

DEFIEL, NP: The trend is distinctly toward more sophistication. I don't think we can say we are giving secondary treatment to dominant factors of the past. What we can say is that there is a combination of refined processes of heretofore-proven factors and new-look concepts to complement changing times and demands.

JAGELS, WP: Generally speaking, the major factors in site selection have not changed. But in the order of importance, they vary from industry to industry.

KIRCHOFF, Frisco: I think they change constantly, but I don't think the basic factors are really much different than they have been over the years. Firms looking for a new location are a good deal more sophisticated than they used to be. They look at the same factors, but they do weight them a little differently. And they certainly look at these factors in more depth.

Q. Specifically, are transportation capability and cost as important as they have been in the past, in plant-location decision-making?

DEFIEL, NP: These factors are increasingly playing a vital role. The bigger the industry, the more meaningful as an influential factor these considerations become.

SAVELY, N&W: These things are even more important today, because transportation capability is related to very sensitive mass-production techniques. Transportation schedules and production schedules must be coordinated. Transportation costs also are critical, as industries continue to adopt the larger regional concept of distribution. This creates greater distances between manufacturing plants, distribution centers and customers.

JAGELS, WP: Transport factors are possibly more important, in industry's effort to maintain its profit margin and still meet its competition.

KIRCHOFF, Frisco: Elements involved in transportation are becoming more important, now that wage rates over the country are beginning to level out. There used to be a lot more emphasis on labor rates, and it's still a very important factor. But you do find the differentials between the South and the North, or the Northeast and the Southwest or the Southeast closing somewhat for a number of reasons. This is a case where you do find the emphasis changed.

LeGRAND, SCL: Transportation capability and cost are of increasing importance in the location of new industries—due primarily to the trend toward the customer requiring the manufacturer to assume the burden of carrying the inventory, with the customer demanding prompt delivery on a uniform basis.

Q. Do you find that plant-location decisions are becoming more a committee-action thing? And does this complicate your job in making sure your story gets told to all the proper people in the prospect's organization?

KIRCHOFF, Frisco: ID is getting to be more of a committee job than ever. Analysis of all the factors that go into a new-plant location requires consultation by various departments involved. Ordinarily you will find a group including operating, engineering, transportation, finance and labor relations people. Quite often, a member of each of these departments, maybe the department head, is involved. Our job becomes a little bit more difficult, in that we do have to satisfy the specific inquiries of a number of people.

LeGRAND, SCL: We do not feel that plant location is becoming more of a committee-action decision. In most cases there is a committee established to study and make recommendations on the location of a new plant facility, but there is usu-

ally one man who does most of the leg work. And in most cases it is advantageous for an industrial-development agency to confine its handling with this individual.

SAVELY, N&W: We do not find any great change here. Our objective still is to get complete and accurate facts to the right people in any organization. Decisions are still made by one or two individuals.

DEFIEL, NP: Committee action has become a way of life with big companies. While it can, at times, fuzz-up the communication channels and tend to make it difficult to find out who has the ball, we in turn adjust to these processes. We find that the system has a way of off-setting some of the proverbial wheelspinning motions which otherwise muddy up the water where ID communications are concentrated around one man.

JAGELS, WP: Committee action? Very much so. Where one or two industry representatives used to be responsible for site selection, we now find teams—with the aid of computers—engaged in the project. There is much more sophistication in site selection today than in the past. But we have not found that this procedure complicates our job.

Q. Are local governmental units or other local organizations, public or private, in your territory, showing more savvy in ID promotion?

KIRCHOFF, Frisco: This kind of development is very helpful to us. Again, it's a question of how you spend your time, when you have limitations on it. What has happened is that individual communities—basically through chambers of commerce and industrial committees, plus the state development groups—have been working for a long time to upgrade their efforts, and they do it through a number of ways.

SAVELY, N&W: Governmental units and local organizations are more effective today than at any time in the past. Their work complements our development activities, and certain types of information which they develop are helpful to both the prospect and the railroad.

DEFIEL, NP: Generally, yes. This in turn draws more attention to different areas and by so doing gives our cause a lift.

JAGELS, WP: Yes, local organizations

(continued on page 65)

FRANK MALONE

WATCHING WASHINGTON

CAN RAILS ACT AS AIR FREIGHT FORWARDERS? Hearings on that question may finally start in late Fall. The Civil Aeronautics Board Aug. 6 ordered Southern Pacific's forwarding-rights request "set for hearing." That means the case, not the date, was set. The date will be decided after Sept. 5. By then, various motions and answers to motions (followers of the Aug. 6 order) will be in. Processing makes a September hearing-start impossible, says Thomas L. Wrenn, CAB chief examiner. But after that, he adds, the case should be "ripe" for consideration. It could be a test case.

SOUTHERN PACIFIC APPLIED for air forwarding authority way back on July 10, 1967. It wanted to integrate its truck operations with SP Air Freight Express, Inc., give forwarding service at 3,000 southwest points, reach 63 airports with scheduled airlines, and cover domestic and foreign shipments. By operating through a subsidiary and moving goods to and from—not in—airplanes, SP contended there would be no violation of the Federal Aviation Act, which prohibits direct air carrier operation by a surface carrier. On May 22, 1968, SP asked CAB for prompt consideration of that contention.

TWO OTHER RAILROADS ARE ASKING. Santa Fe made its request on Oct. 17, 1967. Missouri Pacific did so Jan. 17, 1968. Santa Fe would offer forwarding service through its truck operation, Santa Fe Trail, controlled by Chanslor-Western Oil & Development Co., a Santa Fe subsidiary. Chanslor would acquire Express Air Freight, Inc., a New Jersey-based forwarder operating from at least 11 cities from New York to San Francisco. The EAF operation would be beefed up with Trails equipment. Missouri Pacific has asked authority to operate MP Airfreight, Inc., with equipment from MP Truck Lines, Inc. Service would be provided for 1700 points in the midwest and the southwest.

THERE MAY BE A PRECEDENT. On April 21, 1969, CAB gave air forwarding authority to three transcontinental truck-lines for the second time. CAB gave its first okay nearly two years ago. However, an appeal by the Air Freight Forwarders Association got the decision stayed. After lengthy hearings, CAB issued a limited order covering only the three original applicants (P.I.E., Navajo, Consolidated), not truckers generally. This should be viewed as a "controlled experiment," CAB said.

AUGUST TRAFFIC POLL

How can the Federal government best help the railroad industry to help itself? Shippers were asked to select three avenues of possible aid from the following list, and to number them 1, 2 and 3 in the order of importance. In scoring, three points were given for a No. 1 ranking; two for No. 2; and 1 for No. 3. The results:

46 . . . Provide greater tax incentives for equipment and plant improvement.

42 . . . Grant freedom for railroads to diversify within the transportation field.

41 . . . Develop new procedures to prevent strikes in transportation.

41 . . . Permit greater freedom in competitive rate-making.

37 . . . Streamline regulatory agencies and procedures to speed up decision-making.

28 . . . Grant subsidy for support of essential passenger services.

9 . . . Provide greater financial support specifically for railroad oriented research.

9 . . . Imposition of compensatory user charges on rival modes.

9 . . . Create a government-owned pool of freight-car equipment.

Shippers back tax incentives for rails

Federal provision of greater tax incentives for equipment and plant improvement would be the best way to help railroads help themselves. That method was the No. 1 choice, by a slight margin, of industrial traffic managers responding to the August Traffic Poll.

Three other suggestions for aiding the railroad industry closely followed the shippers' No. 1 choice (see the accompanying table). These suggestions, which ranged about equal, called for (a) granting railroads freedom to diversify within the transportation field; (b) developing new procedures to prevent strikes in transportation; and (c) permitting greater freedom in competitive rate-making.

● **User charges rank low.** One suggestion for improving the railroad situation, which the industry itself has urged for a long time, did not rate very high in the views of Poll respondents. That suggestion calls for the imposition of compensatory user charges on rival modes of transportation.

Among the respondents who gave greater tax incentives their No. 1 vote was R. V. Peabody, general traffic manager, Smith-Douglas Division, Borden, Inc., Norfolk, Va. "With the loss of the investment tax credit," he said, "a substitute incentive is needed in order that railroads place orders to provide for badly needed freight cars." Peabody added that the "public expects railroads to provide certain passenger services even though they be supplied at a loss. To maintain equity, government should subsidize those services considered essential." On the labor situation, he said "the Railway Labor Act, while once a model labor law, does not meet current needs in preventing strikes against the public interest."

● **A better way.** Miles F. Tamisiea, general traffic manager, Theo. Hamm Brewing Co., St. Paul, Minn., wrote that "tax incentives to the railroad industry with controlled management should be one of the better ways of improving a carrier's profit and loss statement."

Greater tax incentives are "essential to increase the national car fleet that will be needed for the anticipated economic growth," said Erwin S. Rosenzweig, traffic manager, Longview Fibre Co., Longview, Wash. "Given the financial assistance needed, other than continental rate increases," he went on, "the railroads will progress on their own initiative."

R. H. Heilman, director of transportation and distribution, A. O. Smith Corp., Milwaukee, Wis., buttressed his No. 1 vote for greater tax incentives by saying that "railroads need capital assistance and shippers need cars.

On the role of labor in the railroad industry, Heilman said that "because transportation strikes cripple our entire economy, there should be a hard attitude and positive action should be taken to prevent them." As for the imposition of compensatory user charges on rival modes, Heilman said: "I do not agree with this at all!"

● **Two greatest problems.** Another respondent who placed primary emphasis on the provision of greater tax incentives to help railroads was R. E. Alexander, vice president, The Pillsbury Co., Minneapolis, Minn. In his view, "inadequate car supply and dependability of service are the two greatest problems faced today." After tax incentives, he voted for three methods, in the following order, which he thought "would be helpful tools toward attaining improved service and car supply"—greater financial support for rail-oriented research; new procedures to prevent transport strikes; streamlining of regulatory agencies and procedures to speed decision-making.

R. J. Breitinger, director of traffic and transportation, Westinghouse Electric Corp., Pittsburgh, Pa., said: "The important thing is for government to allow railroads to aid themselves—not to give them aid. Streamlining regulatory agencies would allow them to carry out their decisions within a reasonable time. New methods to prevent transport strikes would prevent historically hindering forces from letting railroads accomplish economical changes. Granting subsidies to support essential passenger services would allow fair compensation for services for which their managerial discretion would dictate abandonment but which are necessary (to some extent) for the public good."

Henry M. Karel, director of transportation, Cleo Wrap Corp., Memphis, Tenn., accompanied his vote with the following comments: "I do not believe in an increased government role in railroad transportation or any other form of transportation at this time. I do believe, however, that it is necessary to support certain areas of rail passenger service and research in this particular area. By this, I mean essential commuter service from suburban areas to places of employment and intercity movements over short distances, such as Washington, D. C., to New York, Boston to New York, etc." ■

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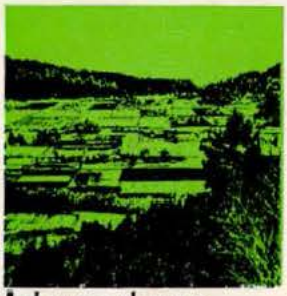

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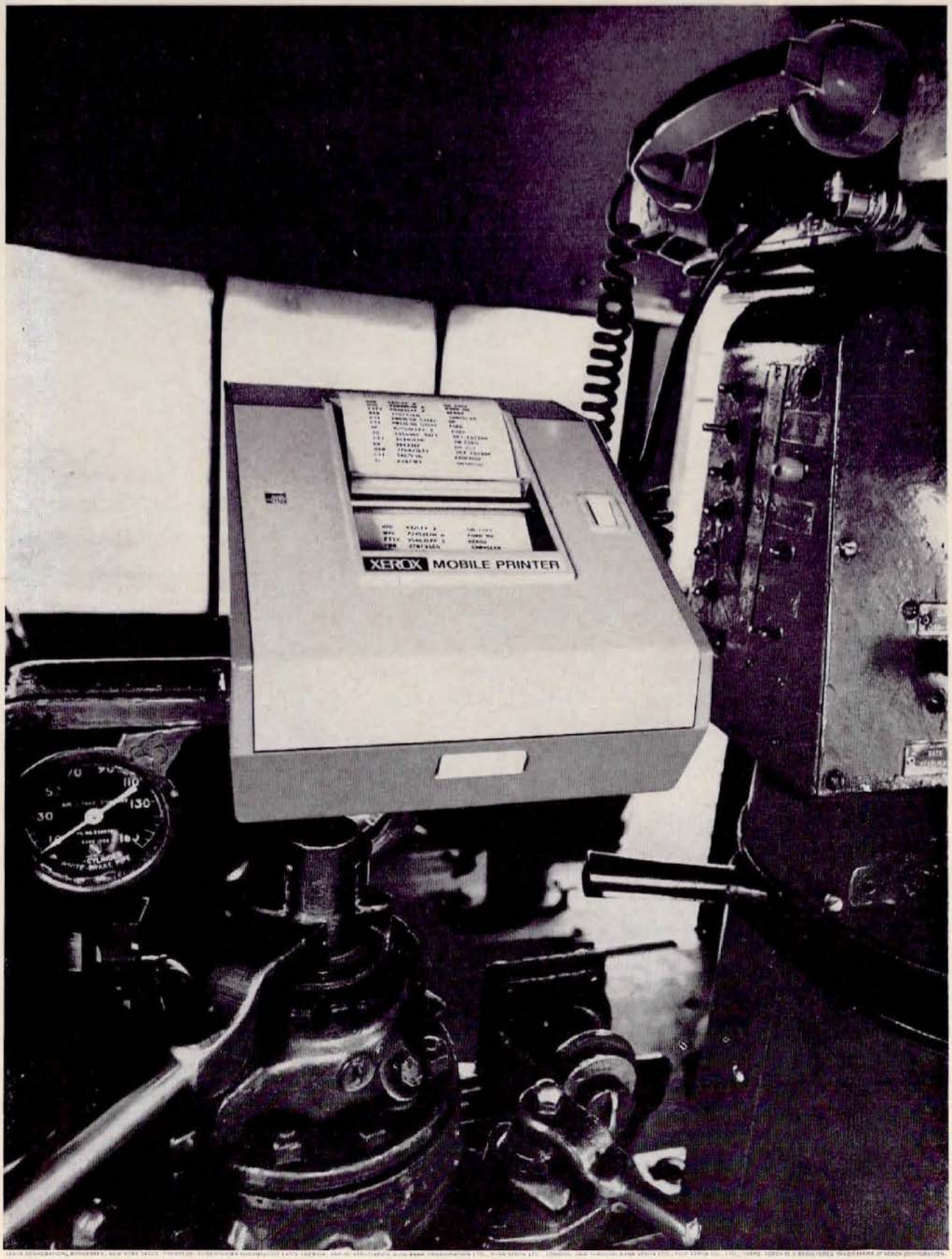
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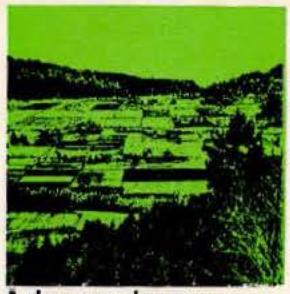

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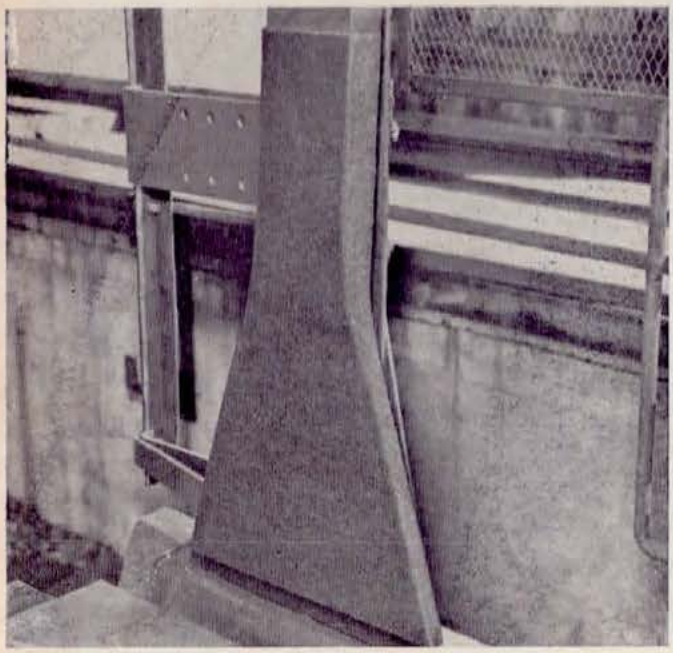

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TRANSPORTATION PRODUCTS DIVISION

UNITED STATES GYPSUM

Circle 25 on coupon page 56

Unit trains boost PC's coal traffic

The unit-train is continuing to prove itself as the best vehicle for moving large volumes of bituminous coal at greatly reduced rates.

Penn Central's Waynesburg Southern, for example, is boosting the coal tonnage moving to the PC system over the Monongahela Railway. (The WS is leased to the Monongahela for operation.)

Two mines are currently served by the WS. On Aug. 1 ground was broken for the 2.5-mile Wana spur which will serve a third mine. Plans have been made to reach three additional mine areas by further extensions of the WS. When these are completed, total new coal production from the line will exceed 18 million tons a year.

The Wana line will extend from the main line of the Waynesburg Southern from a point west of Brave, Green County, Pa. to a point northeast of Wana, Monongalia County, W. Va. It will consist of a single track with a loop for loading unit coal trains at a new mine development by Consolidated Coal Company. Total distance of the spur is about 2.35 miles. Including the loop and a sidetrack, total trackage amounts to 2.67 miles.

The mine, called Blacksville No. 2, is estimated to contain approximately 120,000,000 tons of recoverable bituminous steam coal. This is expected to produce three million tons annually for rail movement. At this rate, PC's unit coal trains should be kept busy for more than 30 years.

Spur construction will require excavation of an estimated 708,000 cubic yards of earth and rock. Major construction includes two major cuts—one 120 feet deep with 70-ft. vertical walls and the other 100 feet deep with 65-ft. walls. A 12-span bridge 513 feet long requiring 420 tons of steel, relocation of a highway and a stream bed at three points is also included.

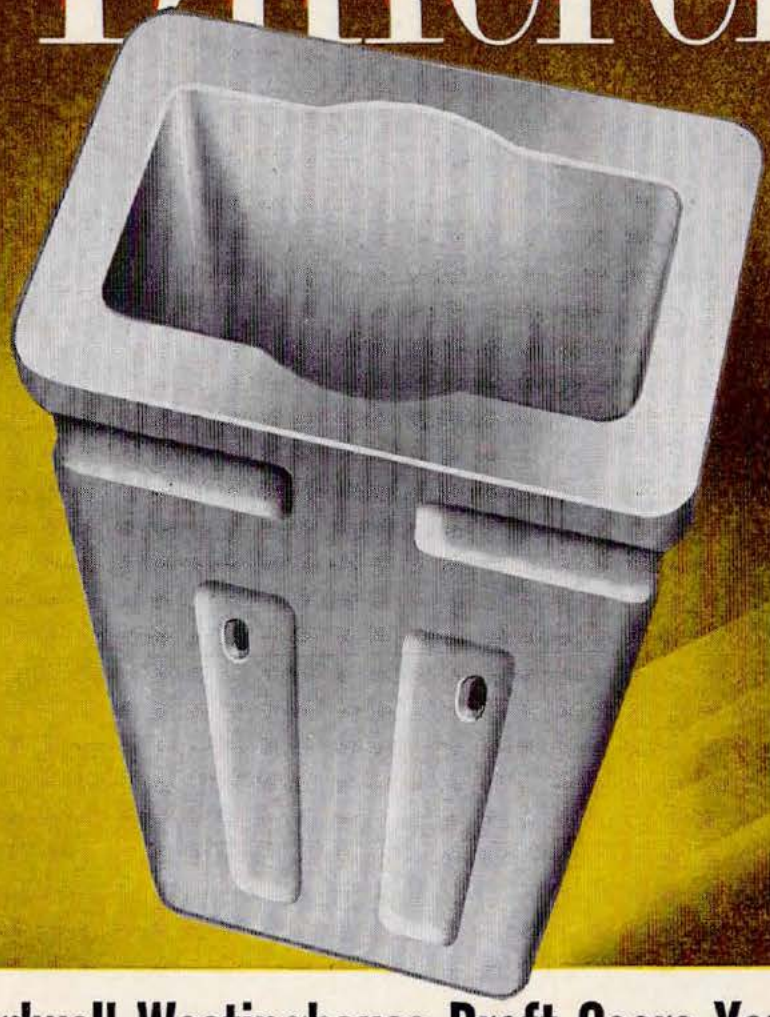
Before development of the unit train, the Monongahela moved 6.7 million tons of coal to its three connecting long-line railroads. Last year this tonnage rose to 9.8 million. Next year's forecast is in excess of 12 million tons—an 80% increase since the advent of the unit train.

● **Unit trains continue to grow.** Popularity of PC's unit trains are best reflected in their growth. PC's monthly average for unit trains over its 14-state area is 730. To handle the additional coal traffic that is expected, PC has acquired 7,500 100-ton-capacity hopper cars. Several hundred new heavy-duty six-axle locomotives have also been obtained, many with features that permit non-stop loading of trains. These new additions will permit the WS to move coal in 17,000-ton trains in late 1970 or early 1971. Coal now moves over the WS in train-loads of 7,000 tons.

● **Ashtabula dock increases flexibility.** Much of the Waynesburg Southern coal moves to Ashtabula for transshipment to Canadian power plants and steel mills. The new $14-million coal dock at Ashtabula is PC's latest improvement to its unit-train service. Opened last year, it permits loading lake boats at rates up to 8,000 tons an hour. It includes a million-ton ground storage area permitting the year-round movement of coal to the dock.

About one-third of Penn Central's systemwide tonnage is coal. PC representatives say that most of the increase in coal traffic will be coming from the expanded production on the Waynesburg Southern. PC has invested more than $20 million in the line so far. The WS hauled a total of 229,000 tons of coal last year, but tonnage for next year is expected to be in excess of 4 million tons. ■

the Difference



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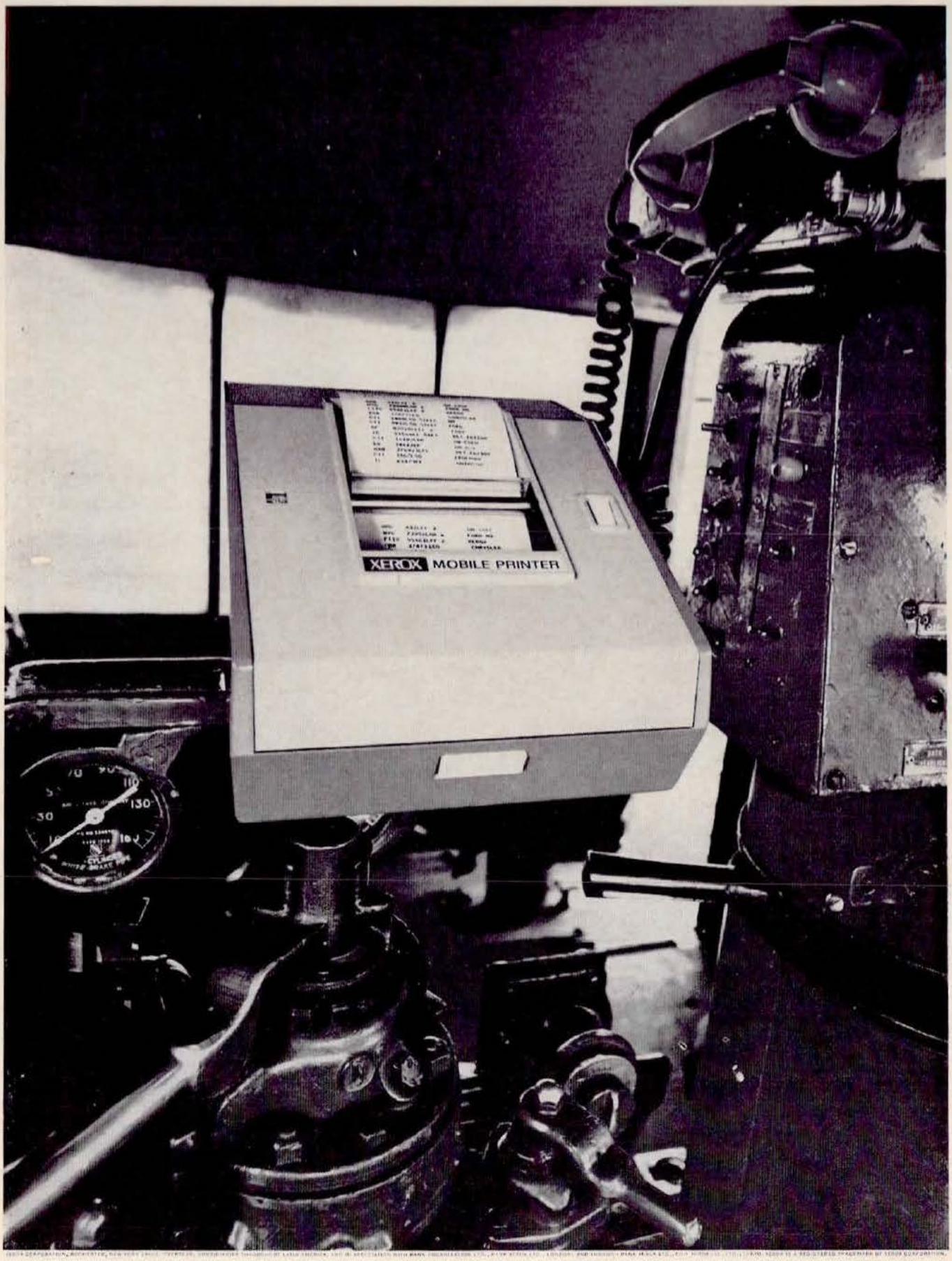
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A secretary in every engine?

An engineer has a lot of things to look at and listen to without being distracted by some radio voice. That's why Xerox will soon have a better way to get the message.

The Xerox Mobile Printer. It will silently, quickly (280 words a minute) print accurate, clear records of every message sent.

Hooked up to any two-way radio, it can record switching instructions and car movement information. And can even transmit the same data automatically to the caboose. If the engineer has to leave the cab, the Mobile Printer will just keep on recording.

For more information on the Mobile Printer (soon to be available), call T. Brimer at (716) 442-1810 or write Xerox Corporation, Dept. MLP, Rochester, New York 14603.

Meanwhile, you can see it at the Association of American Railroads Show, Signal and Communications Section, Montreal, September 15-17.

It's one secretary that will work for you on the railroad all the livelong day.

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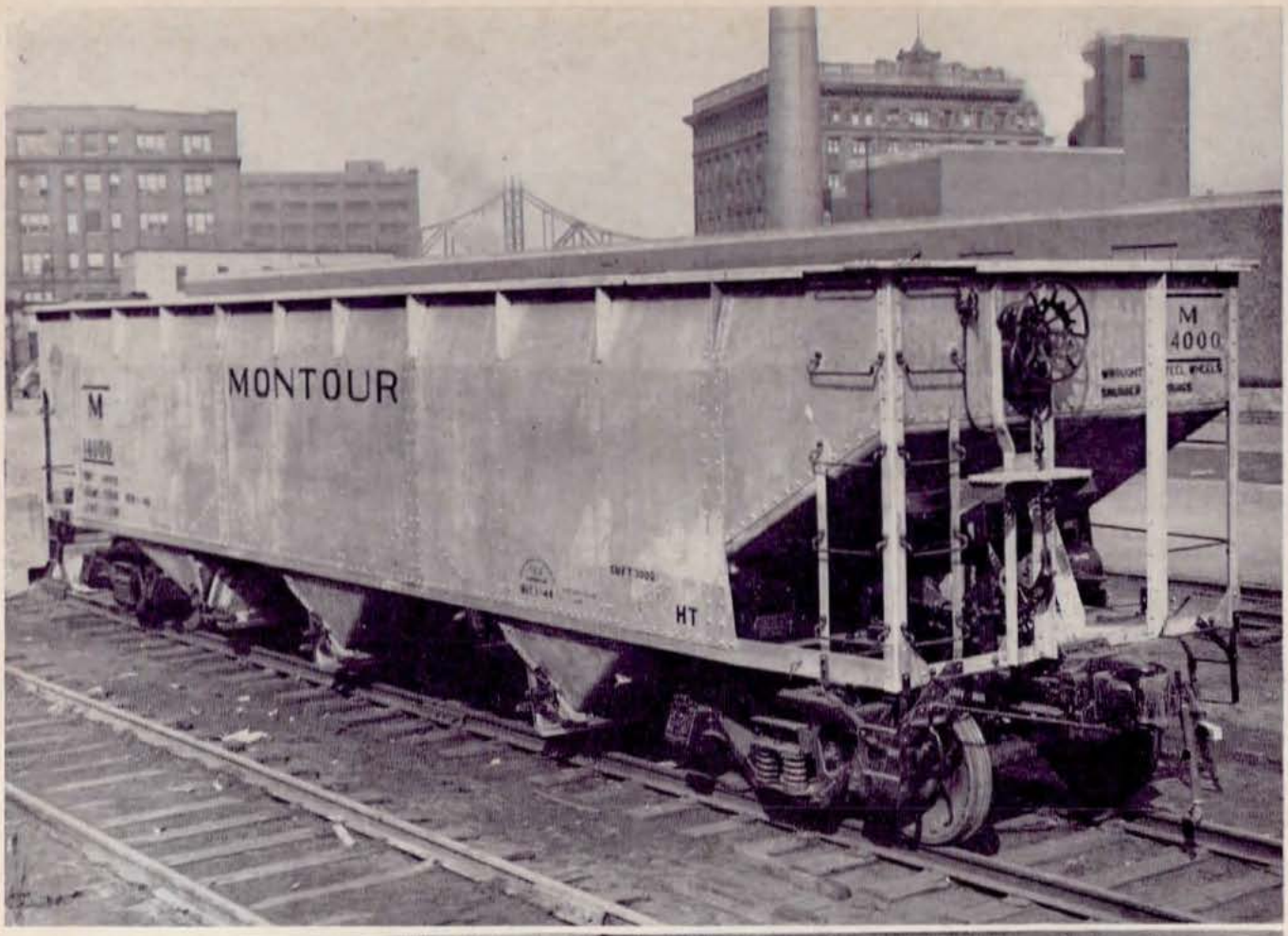
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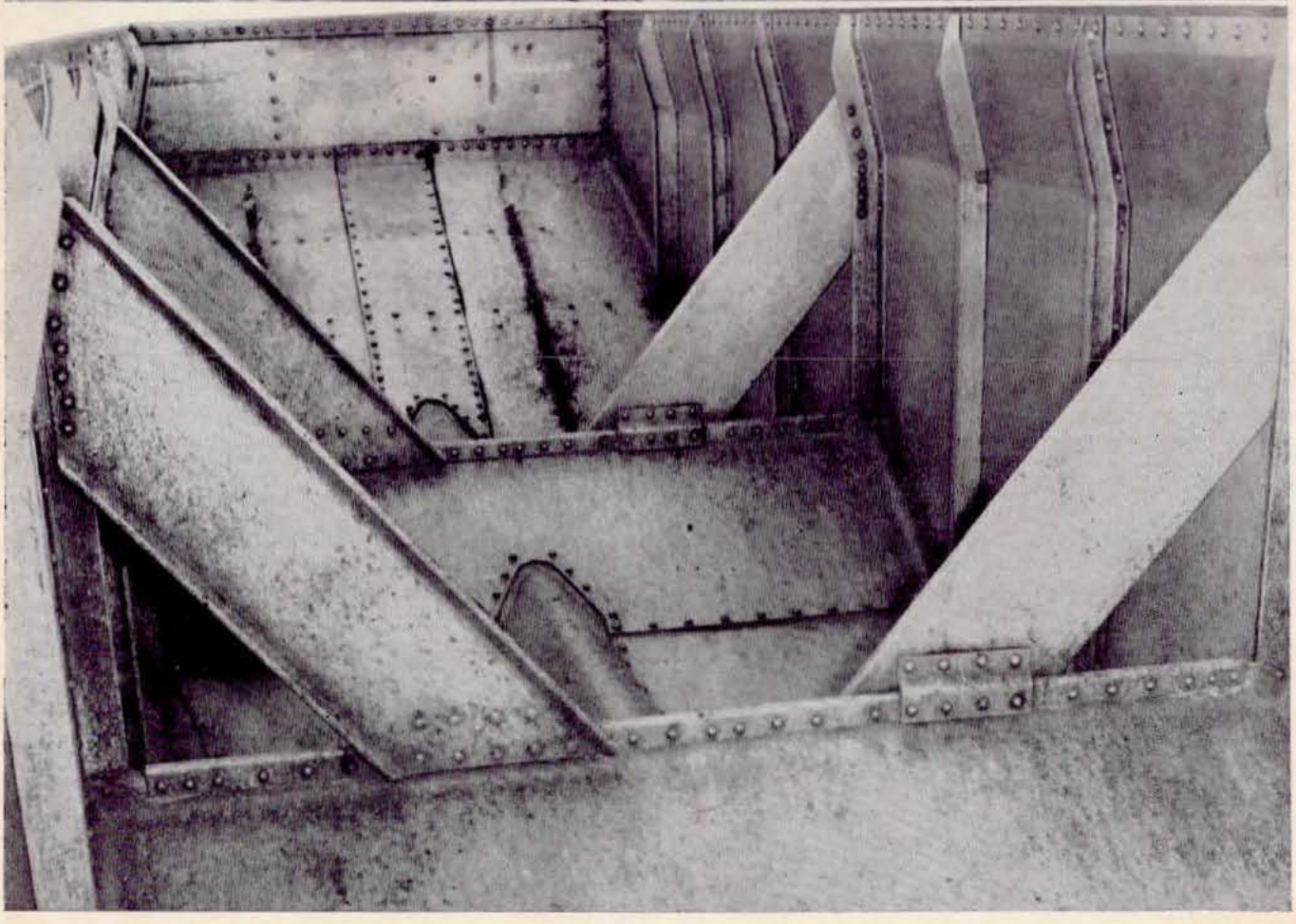

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For the past 23 years, this aluminum coal car has been rotary-dumped on the average of twice every three days. It still has a lot of life left. It's Alcoa® Aluminum. (The Montour 14000 was built in 1946 by American Car & Foundry.)

Tests over a 30-year period on aluminum and steel hoppers in a corrosive environment have shown that aluminum retains nearly four times the tensile strength of steel. In fact, other materials failed after 17 years, while the aluminum hoppers still had years of service left after 30.

Long life, extra payload—up to 8 tons in a 100-ton car—and low maintenance are some of the features that aluminum offers the transportation industry. The men who know aluminum best are at Alcoa. To find out more about the advantages of aluminum, send this coupon.

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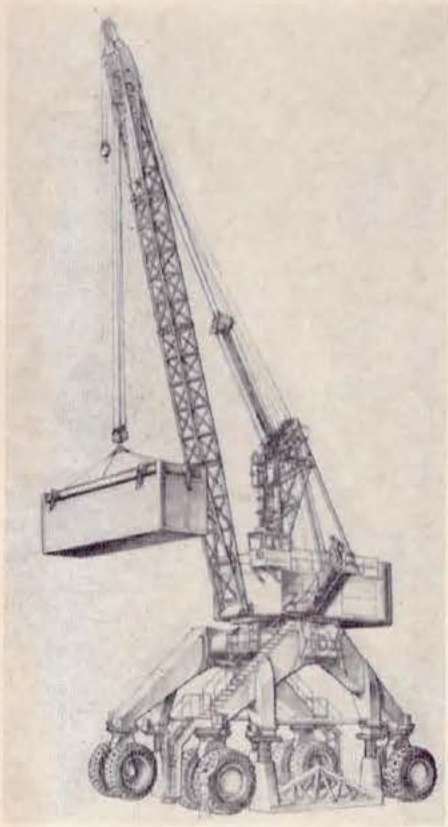
NEW PRODUCTS REPORT

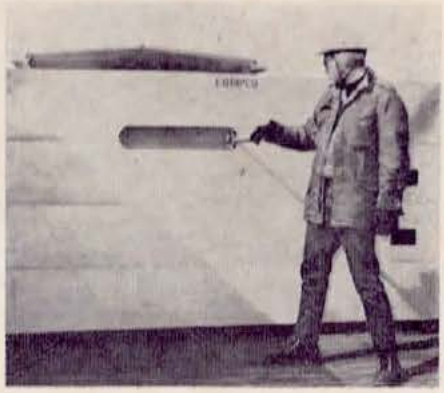


Portable crane (RA-1)

The 156-ft. portable crane can lift 80,000 lb. at a boom length of 120 ft., or 150,000 lb. at 75 ft., and has a high-speed auxiliary lift capable of handling up to 50,000 lb. Its 8-ft. diameter tires are approximately 30 ft. apart which allows the crane to straddle freight cars. The electric drive motors for the wheels are placed in the wheel hubs. Because of the amount of friction which can be generated by wheel drag when making a sharp turn, the crane has a moving steering capacity of about 10 deg. When larger turns are required, supporting braces are lowered and the wheels raised. The wheel assembly can then be turned 90 deg.; the wheels lowered; and the crane moved in the direction indicated by the new wheel position. The steering mechanism incorporates four large Rotek ball-bearing assemblies. One bearing is mounted in each of the crane's four legs. Should there be wear on the gears, the bearing can be swung 180 deg. to the opposite side where there has been no wear (bearing turns only 90 deg.). *R. G. LeTourneau.*

Mobile trailer lift (RA-2)

The RPC mobile trailer lift permits inspection and maintenance of loaded or empty trailer on the spot without having to move the rig. Its control station can operate two cylinders simultaneously for level lift or separately for a tilt lift up to 12 deg. Each cylinder has a capacity of 25,000 lb. While standard use is for inspection of suspension systems, springs, shocks, tires, wheel, axles and brakes, lift is also suited for trailer-frame straightening. *Midland-Ross Corp.*



Self-locking bulkheads (RA-3)

One man can longitudinally position the new self-locking L/D bulkheads designed to protect heavy steel lading in gondolas. A single handle, operable from either face of bulkhead, controls automatic 4-point locking system. Handle, when released, recesses into bulkhead and, in turn, four lock pins engage slots in belt rail to lock bulkhead in position. Handle can also be located at top of bulkhead. Each bulkhead handles loads up to 60,000 lb to a height of 4 ft above door. *Unarco.*

Bonding adhesive (RA-4)

The Scotch-Grip Brand industrial adhesive 4693 is said to provide immediate high-strength bonds, long bonding range and contact bond properties between synthetics, cloth, steel, aluminum, wood and other materials. It dries to a tough, flexible and transparent film with good resistance to environmental aging. It can be applied by brushing or spraying. *3M Co.*

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George H. Ellis
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K. R. Langford
M-K-T

PEOPLE

ASHLEY, DREW & NORTHERN.—J. Noel Ball named to the newly created position of general manager. Mr. Ball, formerly superintendent, Missouri division, **Chicago & North Western,** Oelwein, Iowa, will have headquarters at Crossett, Ark.

GREAT NORTHERN.— Lloyd L. Duxbury, Jr. appointed vice president and eastern counsel, Washington, D.C. Mr. Duxbury was formerly Speaker of the Minnesota House of Representatives.

Wilfred C. Hageman, market manager of forest products, named manager of training in the marketing department. **F. J. Coyne,** assistant to the manager of pricing, advanced to assistant manager of training. **Charles H. Wulff** appointed director of pricing, grain and grain products. Mr. Wulff was formerly general traffic manager, **Farmers Union Grain Terminal Association. Martin M. Cynkar,** sales representative, Buffalo, N.Y., named sales manager there, to succeed **R. A. Cory,** retired. **C. M. Holwegner,** traveling engineer, Breckenridge, Minn., named supervisor air brakes, St. Paul, succeeding **T. G. Kotnour,** appointed master mechanic, Cascade division, Seattle (RA, July 21, p. 33).

LOUISVILLE & NASHVILLE. — John E. Nall, general manager freight sales, administration, named director of sales, Louisville.

Robert P. Ethridge, passenger traffic manager, named assistant to vice president traffic. Mr. Ethridge will continue to have responsibility for the passenger traffic department and will act as liaison officer between the traffic department and the public relations department.

MAINE CENTRAL. — Archibald M. Knowles, general counsel, elected corporate vice president and will continue to head the legal department. He succeeds **Sumner S. Clark,** who has retired because of ill health. **George H. Ellis,** assistant vice president, marketing department, elected vice president.

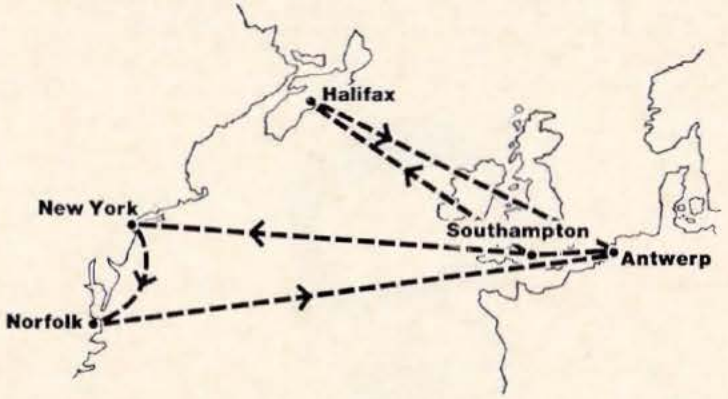
MISSOURI-KANSAS-TEXAS.—Kenneth R. Langford, general auditor, Denison, Tex., appointed comptroller there, to succeed **Don R. Montgomery,** vice president-accounting, resigned to become comptroller, **Illinois Central.**

(Continued on page 59)

Ship via DART Containerline

(former Belgian Line Transatlantic Service)

the most advanced container system eastbound and westbound.



One key to the efficiency of DART's weekly service is the two-port-to-two port concept linking New York, Norfolk, Antwerp, Southampton. Weekly sailings, too, between Halifax and the two European ports.

DART

DART CONTAINERLINE INC., 30 Church St., New York, N.Y. 10007
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Circle 27 on coupon page 56

LUTHER MILLER

AS THE EDITOR SEES IT

COMMON OWNERSHIP of transportation modes is the subject of many a speech by many a railroad man. But who listens? Other railroad men, mostly. A trucker once commented that hearing a railroader talk about common ownership was like listening to an alcoholic on the subject of booze: "I think they are too interested to be objective."

BUT WHEN A SHIPPER talks about fully integrated transportation companies — especially when that shipper uses all modes — it is fair to assume that people do listen, even truckers. Such a shipper is J. Robert Morton, director of corporate transportation and distribution for Combustion Engineering, Inc., in Windsor, Conn. And last week he laid it on the line: We are going to have integrated transportation, he said, or we are going to have chaos.

THIS SHIPPER'S INTEREST is a selfish one —as is, indeed, the interest of the consumer. He wants the best service at the best cost. He isn't getting it. "We use every mode of transportation [but] we have problems shipping our product from Point A to a receiver at Point B, primarily because there is no integration of the available transportation facilities."

WHAT WE HAVE, said Morton, is "a loose grouping of individual operations." What he wants is "a transportation company able to issue a bill of lading capable of using all modes, whether it be on the highway, over the rails, on water or in the air." To do this, he points out, the present tangle of statutory red tape must be junked. Do other shippers agree? If so, will they tell their lawmakers? If Congress listens, the truckers will listen, too.

SHIPPERS' FRIEND

ROCK ISLAND LINES

Rock Island

All his adult life
Pat Rice has been studying
the transportation business.

He still studies it.

When Pat calls on a customer
he puts out more than a
handshake and small talk.

His job is to make shipping easier.

HOW?

With a fingertip knowledge of schedules,
equipment, direct interchanges.
Tougher questions take a little
longer to answer. But Pat knows
where to get the answers. And fast.

He is one of the reasons you should
try our service.

And there are hundreds more like him
at the Rock Island.

Don't be surprised if Pat or any of
our other salesmen aren't in when
you phone. They're out keeping tab
on everything new in this business
and making calls.

Circle 28 on coupon page 56

(Continued from page 57)

MILWAUKEE.—George F. Flynn, director of sales, Tokyo, Japan, appointed manager of foreign freight sales, Chicago, to succeed the late **W. Edward Cartwright** (RA, June 9/16, p. 39). Mr. Flynn's successor is **Earl E. White,** assistant regional manager of sales, Minneapolis.

R. J. Finnegan, agent, Mason City, Iowa, named district safety engineer, Tacoma, Wash., to succeed **C. V. Peterson,** retired.

PENN CENTRAL.—Joseph B. DiCarlo, freight sales manager, Western Region, Chicago, promoted to assistant vice president–freight sales, Cleveland, succeeding **John J. Dan,** named assistant vice president–freight sales and service, **Pittsburgh & Lake Erie,** Pittsburgh. **Ralph W. Nicholas,** PC freight sales manager–staff, Chicago, succeeds Mr. DiCarlo as freight sales manager, Western Region.

John R. Woodruff, executive assistant to vice president-general manager, Western Region, Chicago, appointed assistant to vice president–passenger service, Philadelphia. **Henry J. Kristak,** division office manager to the Chicago division superintendent, named to succeed Mr. Woodruff.

Charles A. Goodwin, former vice president–passenger service, **New Haven,** appointed director–suburban service for the PC, with responsibility for coordination of the road's three New York and Connecticut commuter services.

H. P. Morgan appointed assistant to vice president–operation, Philadelphia.

Patrick E. Purcell, special rate representative, appointed assistant manager–pricing services, Pittsburgh, succeeding **Frank G. Tatnall Jr.,** named manager–pricing services, Cincinnati, Ohio.

PIEDMONT & NORTHERN—SEABOARD COAST LINE.—Operations of these two roads were consolidated on July 1. **Franklin Way,** former president, P&N, named resident vice president of the merged company. **Thomas G. Lynch,** formerly PN vice president, named assistant vice president–freight traffic. Both have headquarters at Charlotte, N. C.

READING—Franklin G. Fisher, assistant vice president–operations and maintenance, Philadelphia, elected vice president–operations and maintenance and his former position discontinued.

Edward F. Cahill appointed regional sales manager, Dearborn, Mich., succeeding **W. R. Herman,** transferred to Reading. Mr. Herman replaces **John R. Hyland,** named director industrial development, Philadelphia, succeeding **George M. Sassaman,** resigned after 38 years service to join a private real estate firm.

UNION PACIFIC.—Emil A. Krause, signal engineer, Eastern District, named general signal engineer, Omaha, to succeed **H. C. Stratton,** retired. Mr. Krause's successor is **Duke L. Memmott,** assistant signal engineer Omaha. **Clifford W. Shaffer,** assistant chief special agent, appointed chief special agent, Omaha.

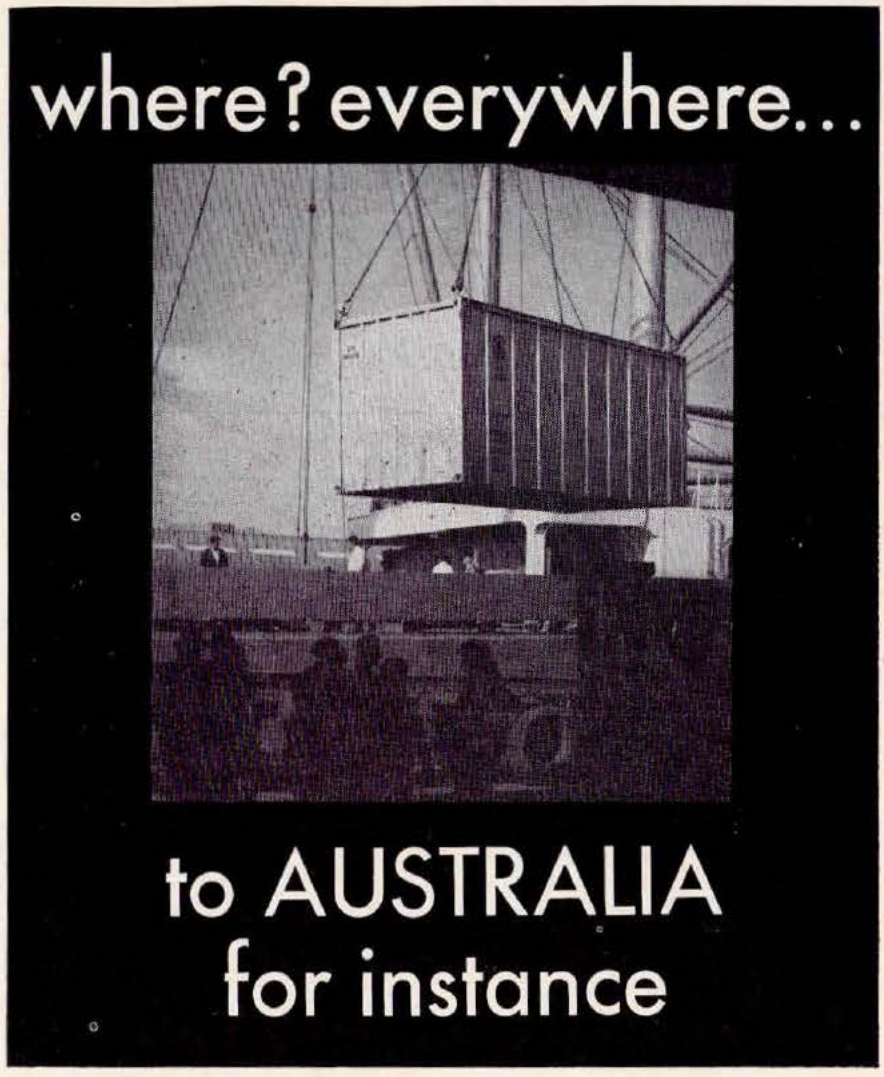
William H. Ekemo named general traffic agent in UP's newly established Anchorage, Alaska, traffic office. He was formerly regional manager, **Alaska Steamship Co.,** Anchorage.

George F. Flynn
Milwaukee

Joseph B. DiCarlo
PC

Franklin G. Fisher
Reading

Emil A. Krause
UP



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Circle 29 on coupon page 56

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INTEGRAL TRAIN SYSTEMS contains two implications which *all* executives will do well to ponder. For if the pragmatic use of available technology urged by Kneiling can help such a beleaguered trade as railroading, it can help nonrail industry too. And if serious cost reductions can be made in transport, many business decisions in marketing, material sourcing, and decentralization will be affected. Thus INTEGRAL TRAIN SYSTEMS is all its title says — and more. **$18.95**

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INDUSTRIAL TRAFFIC

William J. Mueller, traffic manager, Ag-Chem Products, **International Minerals & Chemical Corp.,** has been appointed corporate director traffic and transportation, **The Richardson Co.,** Melrose Park, Ill.

Al Stampe, traffic manager, **Kal Kan Foods, Inc.,** Los Angeles, has been appointed to the newly created post of general traffic manager. **Jack Schumann,** formerly associated with **Space Traffic Advisors, Inc.,** has joined Kal Kan as traffic manager.

H. Glenn Armstrong, general transportation manager, **General Mills,** Minneapolis, has been named head of the newly formed Quality Control function, Transportation Department. **E. H. Atchley** and **James C. Wahl,** general transportation managers, have been promoted to assistant directors of transportation. Mr. Atchley will be responsible for freight operations and Mr. Wahl for information systems and personnel services.

Ralph E. Littrell, has been appointed traffic manager, **Great Salt Lake Minerals & Chemicals Corp.,** Ogden, Utah.

John S. Dow has been named director of transportation, **Lowe's, Inc.,** Cassopolis, Mich. Mr. Dow has been associated with the **Northern Pacific, Chicago Great Western, New York Central** and **Penn Central.**

George A. Gecowets has been named manager of central administration, **ComTrac, Inc.,** Columbus, Ohio. ComTrac offers computerized professional transportation management services to the distribution industry. Mr. Gecowets was formerly editor of Transportation & Distribution Management magazine.

Martin K. Scheuing has been appointed senior rate supervisor, **New Jersey Zinc Co.,** succeeding **E. P. Wintle, Joseph R. Monaco,** rate analyst, succeeds Mr. Scheuing as supervisor—motor carrier transportation.

A. A. M. Miggels, line manager, Traffic Department, **Atlantic Container Line, Ltd.,** appointed assistant traffic manager —liner services. **A. A. Nash,** equipment control manager, appointed assistant traffic manager—equipment control. **W. W. Penard,** computer operations manager, named assistant traffic manager—documentation systems.

Arthur D. Ott, traffic manager, **National Castings Division, Midland-Ross Corp.,** has been promoted to corporate manager of traffic.

H. Turner Loehr has been appointed vice president, **Materials Management Division, International Minerals & Chemical Corp.,** succeeding **R. W. Puder,** resigned. Mr. Loehr, was previously general manager, finance and administration, in IMC's Agriculture Group.

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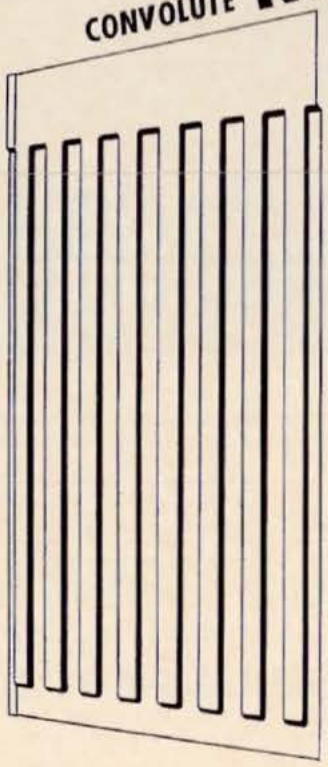

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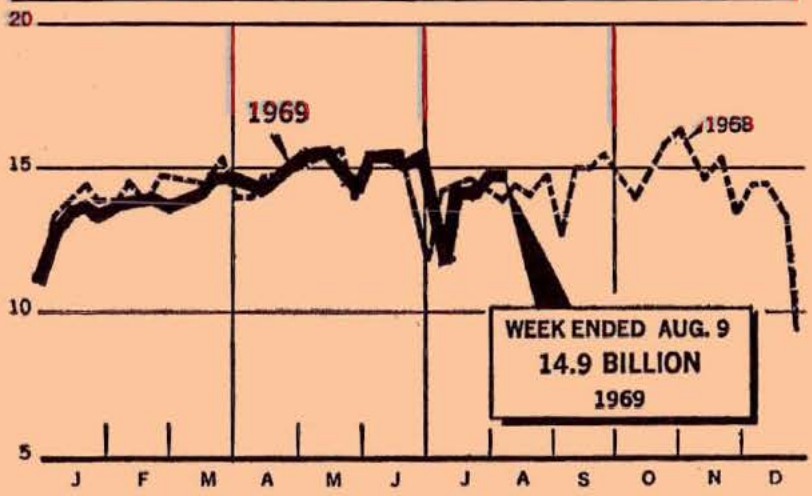
Circle 30 on coupon page 56

RAIL FREIGHT TRAFFIC TRENDS

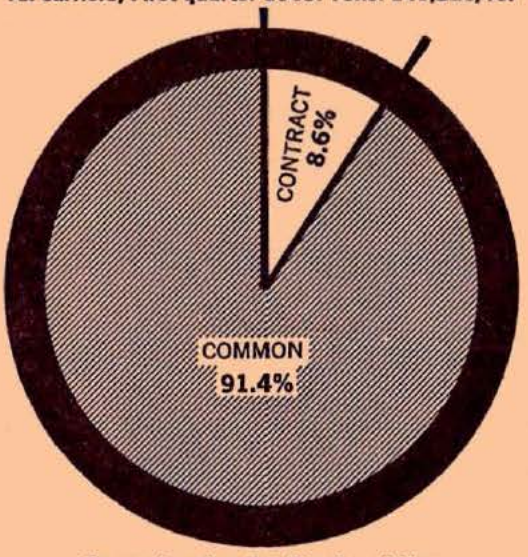
BILLION TON-MILES (Estimated)



Source: Association of American Railroads

INTERCITY TRUCK TONNAGE BY TYPE OF CARRIAGE

All carriers, First quarter 1969. Tons: 145,226,407



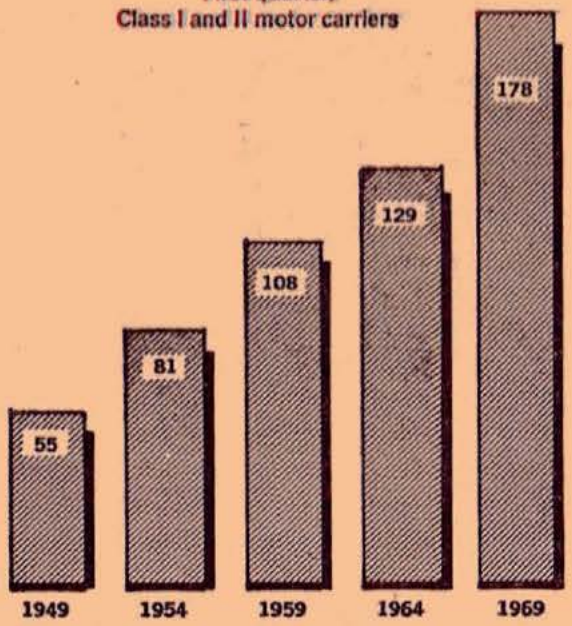
Source: American Trucking Associations

Current Statistics

Three months, 1969	**$ 97,000,000**
Net income, Class I roads	
Three months, 1968	**$111,650,113**
New freight cars on order	
July 1, 1969	**50,395**
July 1, 1968	**17,806**
New freight cars delivered	
6 mos., 1969	**32 836**
6 mos., 1968	**31,359**
Serviceable cars	
July 1, 1969	**1,369 510**
July 1, 1968	**1,396,613**

INTERCITY TRUCK TONNAGE INDEX*

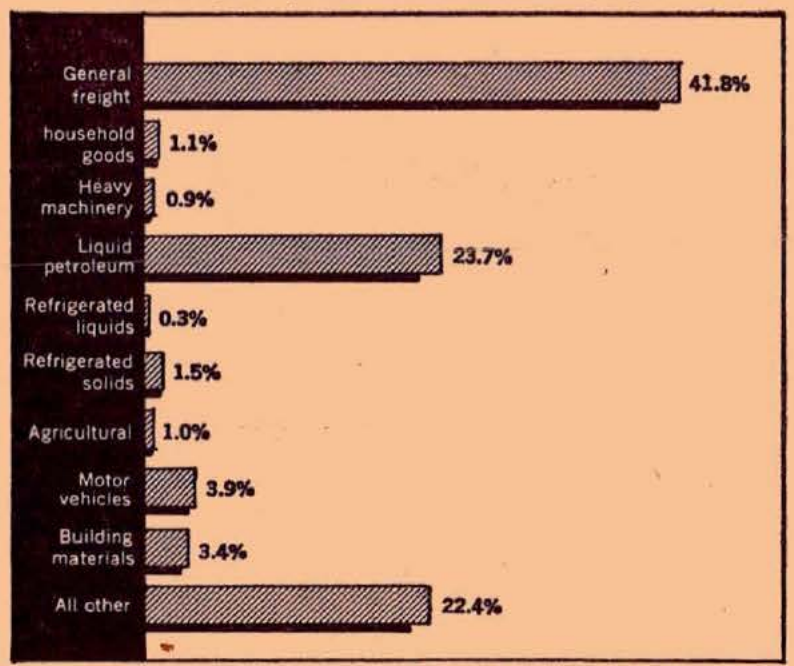
First quarter,
Class I and II motor carriers



*Average first quarters 1957-1958 = 100
Source: American Trucking Associations

INTERCITY TRUCK TONNAGE BY COMMODITIES

All carriers, First Quarter 1969. Total tons: 145,226,407



Source: American Trucking Associations

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Aug. 16 totaled 566,748 cars, the Association of American Railroads announced on Aug. 22. This was an increase of 5,521 cars, or 1.0%, compared with the previous week; an increase of 8,225 cars, or 1.5%, compared with the corresponding week last year; and a decrease of 3,024 cars, or 0.5%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended Aug. 16 are estimated at 15.0 billion, an increase of 4.9% above the corresponding week of 1968, and 5.2% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	Aug. 9 week	Preceding week	Per cent change
Grain	31,180	31,326	— 0.5
Farm Products	12,885	12,731	+ 1.2
Metallic ores	57,077	54,122	+ 5.5
Coal	104,591	104,447	+ 0.1
Crushed stone, gravel & sand	33,902	33,664	+ 0.7
Nonmetallic minerals	11,600	12,079	— 4.0
Grain mill products	19,178	19,319	— 0.7
Food & kindred products	24,340	24,156	+ 0.8
Primary forest products	24,012	23,882	+ 0.5
Lumber & wood products (except furniture)	15,593	16,213	— 3.8
Pulp, paper & allied products	24,609	24,858	— 1.0
Chemicals & allied products	25,175	24,591	+ 2.4
Petroleum products	11,379	11,113	+ 2.4
Stone clay & glass products	22,230	21,924	+ 1.4
Coke	7,809	7,652	+ 2.1
Metals & products	27,103	29,474	— 8.0
Motor vehicles & equipment	13,301	12,444	+ 6.9
Waste & scrap materials	14,279	13,895	+ 2.8
Forwarder & shipper assn. traffic	7,576	6,995	+ 8.3
All other carloads	71,589	74,736	— 4.2
LCL traffic	1,819	1,708	+ 6.5
Total cars loaded	561,227	561,329	— 0.0

CUMULATIVE TOTAL, WEEKS	1969	1968	1967
	17,060,684	17,242,750	17,074,812

PIGGYBACK CARLOADINGS

U.S. piggyback loadings for the week ended Aug. 9 totaled 25,512 cars, carrying 42,433 trailers, compared with 26,048 cars, carrying 41,983 trailers, in the corresponding 1968 week. Loadings for 1969 up to Aug. 9 totaled 816,498 cars, carrying 1,338,030 trailers, compared with 804,957 cars, carrying 1,305,641 trailers, in the corresponding period of 1968.

IN CANADA

Cumulative	Revenue Cars Loaded	Total cars Rec'd. from Connections
July 31, 1969	2,094,382	718,565
July 31, 1968	2,161,302	727,524

FREIGHT-TRAIN CARS

● *Canadian Pacific.*—Ordered 282 new freight cars at a total cost of $5.4 million. A $4-million order for 230 gondola cars went to Hawker Siddeley Canada, bringing to 578 the total number of these cars on order from the builder's Trenton (N.S.) Works. These 100-ton "bathtub" cars, so named because of their curved undersides, are specially designed for coal unit trains. Use of a rotary coupler system allows them to be turned upside down for loading. CP's second car order, a $1.4-million contract for 52 bi-level rack cars, went to National Steel Car at Hamilton, Ont. They will be used to transport small trucks and other highway vehicles from southern Ontario assembly plants. In addition, CP has announced completion of delivery on a $400,000-order for 30 70-ton, 56½-ft flat cars from Napanee Industries Ltd., Napanee, Ont.

CAR OWNERSHIP

● *Serviceable cars.*—Revenue freight cars in serviceable condition owned by Class I railroads on July 1 totaled 1,369,510, compared with 1,396,613 on July 1, 1968, according to most recent AAR Car Service Division report. Estimated total ownership of all railroad- and privately-owned freight cars on July 1 (see table below) was 1,787,935 (average capacity: 65.02 tons), compared with 1,811,391 (average capacity: 63.66 tons), on July 1, 1968.

ESTIMATED OWNERSHIP—ALL REVENUE FREIGHT CARS

(July 1, 1969 vs. July 1, 1968)

		Box	Covered Hopper	Gondola	Hopper	Flat	Refg.	All Others	Total
Class I	1969	545,961	124,868	194,534	402,382	70,201	52,755	55,161	1,445,862
	1968	558,604	122,210	200,454	415,500	67,580	51,828	57,148	1,473,324
RRO&C Refgs.*	1969	0	0	0	0	0	46,874	0	46,874
	1968	0	0	0	0	0	49,556	0	49,556
All Other Private	1969	1,109	31,824	2,064	2,119	46,282	13,650	174,262	271,288
	1968	1,245	28,207	286	3,833	41,550	14,832	172,737	262,691
Class II & S&TCost	1969	8,099	698	4,566	7,722	590	1,060	1,164	23,919
	1968	9,084	889	5,071	8,307	590	789	1,090	25,820
GRAND TOTAL	1969	555,169	157,390	201,164	412,223	117,043	114,359	230,587	1,787,935
	1968	568,934	151,306	205,811	427,640	109,720	115,005	230,975	1,811,391

* Railroad owned and controlled refrigerator car lines.
† Class II railroads and switching and terminal companies.

LOCOMOTIVES

● *Canadian Pacific.*—Ordered an additional 16 diesel-electric locomotives from MLW-Worthington Ltd. at a cost of $6 million for delivery between February and May 1970. Delivery is to begin soon on a $19-million order for 51 diesels placed with the same company last February. Eight of the locomotives in the new order will be 3,600-hp units; the remaining eight will be 3,000-hp diesels designed for unit train service.

YOU OUGHT TO KNOW

Run the "CZ" tri-weekly? "No," says WP

Western Pacific has reacted sharply to a congressman's suggestion that it do with the "California Zephyr" what Southern Pacific proposes to do with the "City of San Francisco": Operate a tri-weekly service in each direction, rather than abandon operation entirely (RA, July 28, p. 12). WP President M. M. Christy said the loss on the "CZ" is seriously impairing his road's financial position and "any possible reduction in this loss by cutting back to a tri-weekly service still would leave WP with losses it cannot bear." If rail passenger service is to be continued between California and Utah, Christy declared, "the large, strong, diversified SP must be the road required to provide such service—not the WP . . . which does not have comparable vast resources and which can no longer bear the staggering loss of the 'California Zephyr.' " Western Pacific's six-month financial report, issued earlier, showed earnings of $487,000—a sharp drop from the $2.8 million reported for first-half 1968. Passenger losses were cited as a major factor in the poorer showing.

PC requests more money for Metroliner

Penn Central's request for an extra $34.5 million to handle Metroliner costs has found its way to the office of James M. Beggs, DOT undersecretary. There it will remain until PC produces further justification for its request, a DOT spokesman says. In a letter dated July 16 (but not made public then), Charles E. Ingersoll, PC assistant vice president, said the extra money is needed to cover costs resulting from unexpected problems such as high-speed track maintenance. The letter first went to Robert J. Shea, FRA contracting officer. The DOT spokesman said the PC request had proceeded through "wrong channels."

ICC scolds CB&Q for sudden halt of two trains

ICC says Burlington's Aug. 14 abrupt stoppage of two passenger runs between Omaha, Neb., and Billings, Mont., occurred without its knowledge and the Commission "will not condone such treatment of the travelling public." From now on, a railroad must give at least 48 hours public notice before stopping a train—when the effective date of an ICC-authorized discontinuance is uncertain because of pending court action. "In all discontinuance situations the Commission will expect the trains involved to complete their runs to the scheduled destinations," ICC says. Trying to get ahead of discontinuance opponents who had gone to court, Burlington ordered the trains stopped at the next stations (with busses to finish the runs) as soon as word came that a Federal district court at Cheyenne, Wyo., had upheld ICC's January okay for the discontinuance. A temporary restraining order by Supreme Court Justice Hugo E. Black got the trains running again—for at least 10 more days.

Almost one-half of car fleet has ACI labels

Labeling of the railroads' freight-car fleet has picked up considerably during the hot summer weather. As of July 1, cars equipped with automatic car identification labels totaled 673,562. This figure, says an AAR spokesman, had likely gone to 800,000 or above by August 15. Roads are now applying labels at the rate of almost 200,000 cars monthly. Admittedly, roads are slow in reporting to AAR's Management Services Department on their labeling progress. "Let's get the cars labeled first, and worry about the record keeping later," is how one concerned rail officer comments on car-labeling progress.

DOT will swap high-speed data with British firm

DOT and Britain's Tracked Hovercraft Limited have agreed to share information on high-speed ground transport projects. The agreement "keeps each nation up to date on the activities of the other, avoids costly duplication, and should quicken the pace of advance of both nations toward more efficient ground transportation," says DOT secretary John Volpe.

Industrial development

(Continued from page 47)

are showing more savvy. This has affected our own operations to the extent that we are working more closely with such units and organizations in an effort to fulfill industry's needs and desires. Such cooperation in many instances contributes significantly to success.

LeGRAND, SCL: Local governmental units and other industrial-development organizations have become more professional in their promotional activities. These organizations —through their advertising programs, direct contacts and other promotional activities—generate indusdustrial-development prospects. And these local development organizations frequently contact us for assistance.

Q. Do you see significant changes coming in the way railroads conduct ID operations? In the type of development which will be sought? In the further development of air rights for industrial or commercial use? How about the development of linear property, the right-of-way itself, for pipeline or power-transmission-line use?

KIRCHOFF, Frisco: Certainly, we are going to have to continue to analyze our territory and push the areas that are hottest. This kind of thing does change. Certain towns, certain communities are very active for a while. They'll locate two or three large plants, and they can easily exhaust the labor supply. We'll shift, we'll move from one area, one community, to another. Basically, I don't see too much change in industrial development coming. A lot of us have thought about using computers to analyze prospect's problems—location problems and other factors—to try to come up with something that is convincing and accurate. I've seen this done, and we're watching this very closely. But the machine has difficulty measuring the intangibles, and ther are a lot of intangibles involved in plant location.

DEFIEL, NP: I look for progressive changes which will expand the performance capacity and capability of ID operations. I strongly feel that a research arm of ID is more and more becoming a must. The type of development is another version of change. The name of the game is profit, and we must and are evaluating the industrial prospect in terms of what its traffic reprents to us, in roadhaul and earnings. Air-rights, principally in respect to commercial-use development, are coming on strong in our major metropolitan areas where land availability is a bottleneck to growth potential. The possibilities are unlimited, and the railroads have properties made to order to adapt to this type of development. As to changes in the development of linear property, there is little to be said, as I see it. I just don't think that it weighs very heavily in the processes of our development cause.

SAVELY, N&W: In order to handle industrial prospects effectively in the future, we should provide specialists in transportation rate studies, community planning and economic analysis. Emphasis on these areas will provide industrial prospects a service which is becoming increas-

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Joachim Wenzel, General Representative

Circle 32 on coupon page 56

ingly important in plant-location decisions.

JAGELS, WP: Very definitely, changes are taking place— in the way of establishing the industrial-park concept, developing industrial property in advance of immediate sales needs, and expansion of policies of leasing or building to lease instead of selling when it's possible and prudent to do so. The use and development of air rights and utilization of rights-of-way for pipe lines has been minimal on our lines to date —but we are interested in promoting such utilization at every opportunity.

LeGRAND, SCL: Railroad industrial development is becoming a highly specialized matter. I think we will see more technical people in railroad industrial-development organizations. The air rights of property owned by railroads in metropolitan areas will become of increasing importance from a development standpoint, particularly commercial. Railroad rights-of-way will become of increasing importance for such use as location of pipelines. I think we can look forward to more of this activity. ■

DIVIDENDS DECLARED

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CLEVELAND & PITTSBURGH.—7% Guaranteed, 87½¢, quarterly; 4% Guaranteed, 50¢, quarterly, both payable Sept. 2 to holders of record Aug. 8.

DENVER & RIO GRANDE WESTERN—27½¢, quarterly, payable Sept. 15 to holders of record Aug. 29.

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NORFOLK & WESTERN.—$1.50, quarterly, payable Sept. 10 to holders of record Aug. 7.

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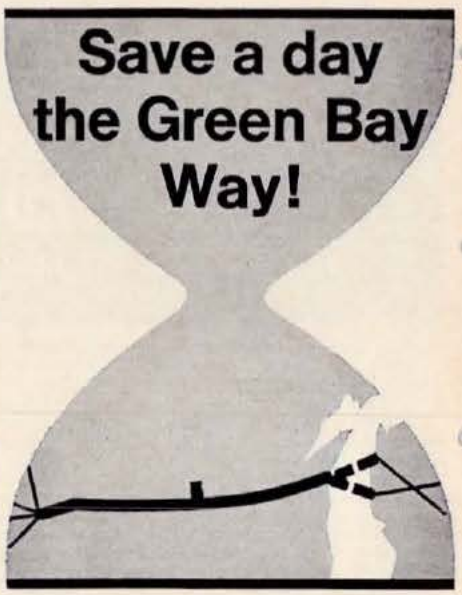

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Circle 35 on coupon page 56

Advertisers Index

Aluminum Co. of America 54-55
Bartlett Trailer Corp. ..... BC
Belgian Line Inc. 57
Cardwell Westinghouse Co. 51
Dart Containerline Inc. 57
Difco, Inc. 66
Dorsey Trailers, Inc. 21
Dresser Transportation Equipment Division 14-15
FreightMaster, A Div. of Halliburton Services ... 16
Fruehauf Division, Fruehauf Corporation 28-29
German Federal Railroad 65
Great Dane Trailers, Inc. 25
Great Northern Railway Company 42-43
Green Bay and Western Railroad Company 66
Integrated Container Service, Inc. 59
Kalmbach Publishing Co. 60
Kansas City Southern Lines 4
Kemlite Corporation 60
Keystone Railway Equipment Company 18-19
Louisville & Nashville Railroad 6
Midland Div., Dexter Corp. 26-27
Missouri-Pacific Lines 17
North American Car Corp. 3
Northern Pacific Railroad 49
Paceco, Div. of Fruehauf Corp. 10
Penn Central Transportation Co. 24
PPG Industries 41
Radio Corporation of America ..... IBC
Railway Educational Bureau, The 65
Rock Island Lines 58
Seaboard Coast Line Railroad 66
Shell Oil Company 22-23
Southern Railway System 30-31
St. Louis-San Francisco Railway Company 20
Standard Car Truck Co. 32
Union Pacific Railroad ..... IFC
United States Gypsum Co. 50
United States Steel Corp. 13
Western Pacific Railroad 9
Xerox Corporation 52-53

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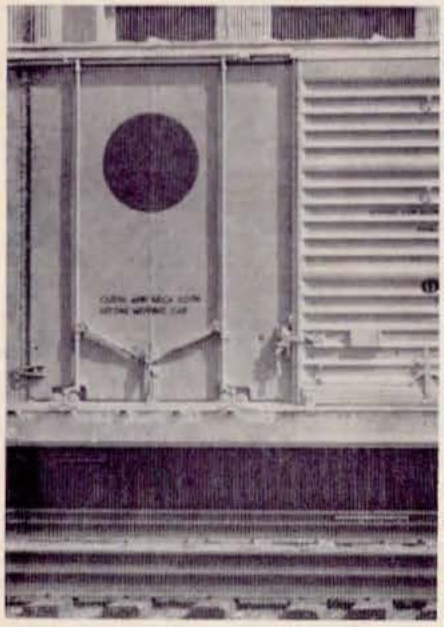
VIEWPOINT

Cutting down on pilferage: A proposal



If latches and locks were higher, would thievery be lower?

Hijacking of airliners has become so routine that it has almost ceased to be news. Highway hijacking gets considerable attention in the press: tens of millions of dollars of lading from truck lines vanishes in the course of a year. Railroads have a less publicized, but very real, hijacking problem of their own. While statistically, the costs show up as "theft," it's hijacking no matter how you look at it. It's a cause of rising concern to both carriers and shippers.

The AAR's figures tell part of the story: the "theft" account rose from $865,915 in 1966 to $1,413,712 in 1967 and $2,259,757 in 1969. These figures do not include the rising cost of protection. One railroad, for example, finds pilferage so predictable that certain switching moves are followed by a brace of railroad radio patrol cars. This isn't cheap; but it's necessary.

The petty pilferage of the past is burgeoning into organized hijacking—particularly in industrial switching districts. Box cars are the prime targets. Railroads operating in metropolitan areas tell Railway Age that well organized gangs wait at points where freight trains regularly make operating stops or where they must be operated at low speed. Sometimes a gang member even initiates an emergency brake application to stop a train.

Once a train has stopped, one or more gang members cut a car seal, open the lock, roll the door back, and board the car. Regardless of contents from inexpensive merchandise to color TV sets—some of the load is handed to accomplices on the ground or just tossed to the right-of-way where it can be gathered up for removal in a highway vehicle. Long before railroad police and municipal police can be summoned to the scene—even with the aid of train radio—the goods are far beyond recovery. Railroads are increasingly the victims of such organized and costly hooliganism.

One railroader's solution would seem to be worthy of investigation. He suggests raising the latch and lock on box-car doors so they would be difficult (or impossible) to reach from the ground. AAR specifications require the lock and hasp to be 5 to 5½ feet above the rail with the latch at a 5-foot level. Do these heights primarily reflect tradition? Or are present locations really important to shippers and railroaders?

WHAT DO SHIPPERS THINK?

Raising the locking mechanism to the center of the car door would discourage rapid opening of doors from the ground . . . and probably would be a deterrent to larceny. But would such relocation simultaneously create problems for shippers? The majority of box cars are unloaded at platforms or into trucks which back in at car-floor height. With such facilities, the relocated latch might even be beneficial. But are there good reasons (operating or customer relations) for railroads retaining locks and latches where they are now?

Railway Age provides just the forum for shippers and railroaders to discuss such a question. We are contemplating a major report on this subject—possibly in our next Freight Loss and Damage issue. Is the present proposal worth consideration? Who has a better solution?

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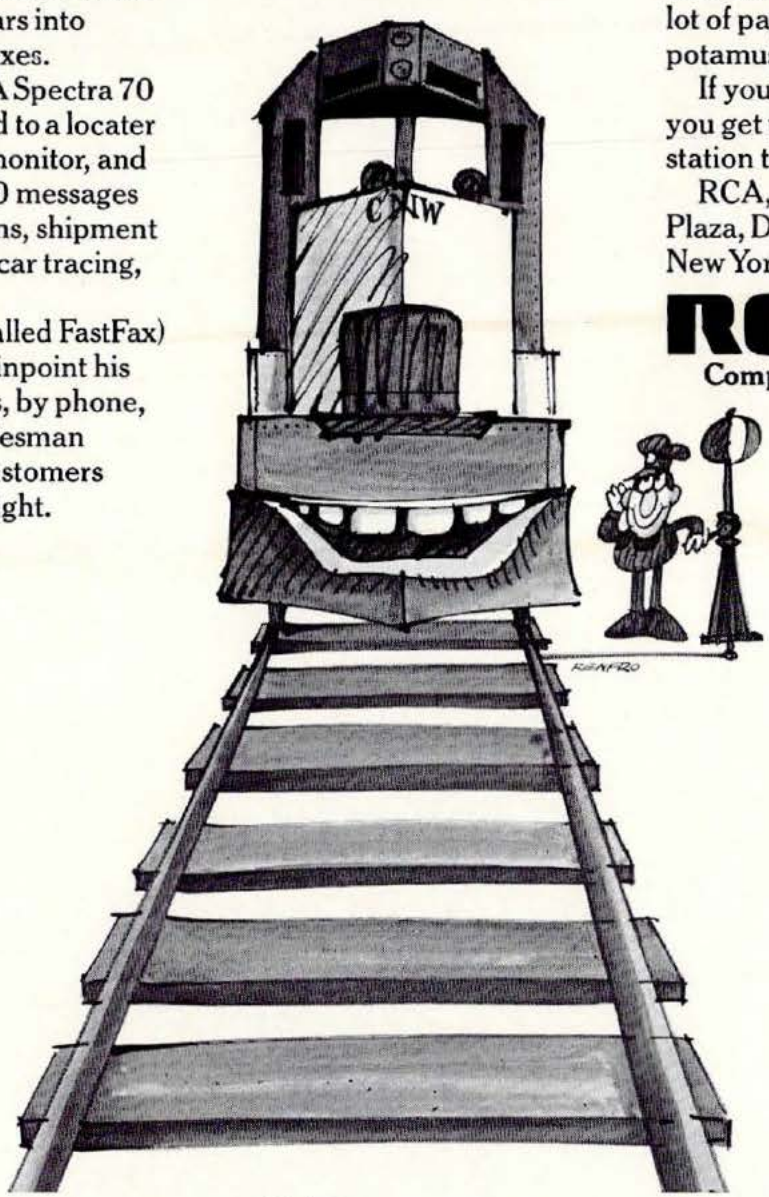

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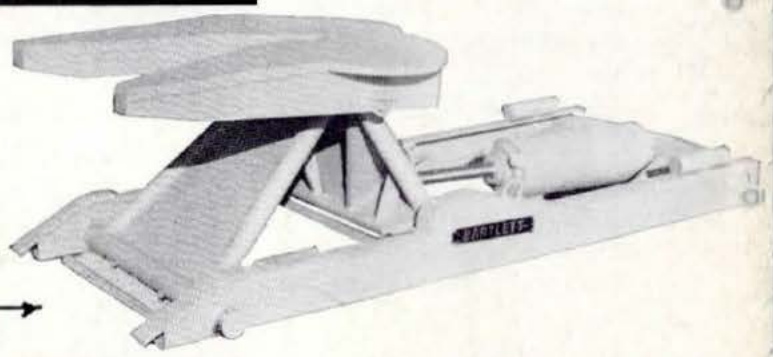

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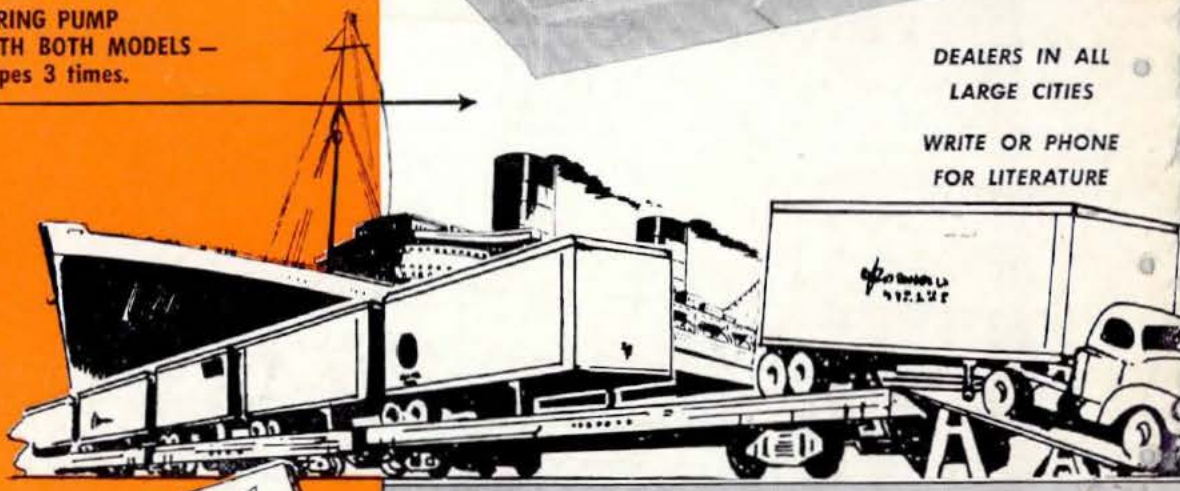

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